Smaller Jeeps for '84 carry familiar names

SOUTHFIELD, Mich — After more than a year of deliberation, American Motors has decided to stick with Wagoneer and Cherokee as the names for its all-new downsized Jeep wagons to be introduced in the fall.

"Extensive research indicated we should continue these two nameplates because they have become synonymous with Jeep," said Joseph E. Cappy, marketing group vice president.

From an initial list of 1,000 possible names, 50 were selected for presentation at public clinics, he said.

"It became evident very quickly that we would have to have two names instead of one," Cappy explained. "People who lean toward the sporty models favored the name Cherokee, and those who liked the more formal four-door wagons favored the Wagoneer name.

"So we will offer Wagoneer as a four-door only and Cherokee in both two-door and four-door sport versions," he said.

Cappy said the new Jeep lines are 21 inches shorter, six inches narrower and four inches lower than the current wagons, yet interior roominess almost matches the 1983 models.

• "The larger 1983 Jeep Wagoneer will continue to be offered in its present configuration and will be renamed the Grand Wagoneer for 1984," Cappy said. "It offers unsurpassed four-wheel-drive comfort, cargo capacity and towing capability.

"The current 1983 Cherokee line, which debuted a decade ago, will be replaced in 1984 by the new Cherokee, which is about 1,000 pounds lighter and much more fuel efficient.

"The Jeep lineup for 1984 will include the Jeep CJ and Scrambler, the new Cherokee and Wagoneer, the Grand Wagoneer and J-series pickup trucks."

In addition to the larger Cherokee, AMC also will discontinue the CJ-5, CJ-7 Limited, and the J-10 Sportside pickup truck in order to reduce production complexity at Toledo, Cappy said.

"With the V-8 and optional Class 3 towing package, the 1984 Grand Wagoneer will be capable of towing boats, trailers

Continued on Page 48, Col. 3

AMC puts XJ Jeep on ice

American Motors said it was offering a unique opportunity to photograph its new downsized XJ four-wheel-drive vehicle last week, but the company actually kept it on ice—literally. Joseph Cappy, AMC marketing group vice president, shows off the massive sculpture. Inside, and protruding at the roofline, is the 101-inch-wheelbase XJ, which will be available in two-door and four-door Cherokee and Wagoneer versions. Nobody stayed to watch the ice melt.

Surface Act confusion stalls equipment buys

By Ken MacDonald
Staff Correspondent

SAN FRANCISCO.—All Consolidated Freightways purchases of new equipment, as well as future route and service expansion, have been "placed on hold" pending definitive Transportation Department interpretation and implementation of the Surface Transportation Assistance Act adopted Jan. 6 by the Congress.

"Our planning for the future is definitely in a state of paralysis," Robert C. Stetson told a public hearing held here by the National Motor Carrier Advisory Committee.

Stetson is vice president and general counsel for Consolidated, based at Menlo Park, Calif. It is one of the nation's largest trucking firms.

Some 50 state and local highway and regulatory officials and top truck-company executives testified at the San Francisco session.

Stetson and the others directed their testimony to the initial Federal Highway Administration interpretation and policy stand on weight, length and width of trucks using the Interstate System and other qualifying federal-aid highways.

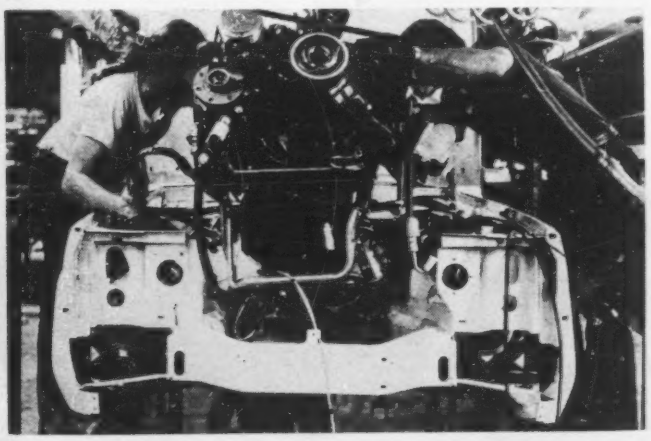
Changes mandated by the legislation include such uniform weight requirements as 20,000 pounds axle weight, 34,000 pounds tandem weight, 80,000 pounds gross weight, requirements that the various states allow semi-trailers of no less than 48-foot length in tractor-semi-trailer combination, trailing units of a minimum 28-foot length and tractors and trailers no later than April 6.

The new act also prohibits states from establishing overall length limitations on tractor-trailers or combinations.

• Uniform truck-width requirements are set at 102 inches. The new law also mandates identification of "qualifying highways" and definitions of "reasonable access" to and off such qualifying highways, as well as substantial fuel-tax increases and user charges imposed on the trucking industry.

Stetson told the Advisory Committee that Consolidated

Continued on Page 44, Col. 3



Cherokee pilot model gets new engine

Employes at the Jeep plant in Toledo guide a new 2.5-liter, four-cylinder engine into mounting position in an all-new Jeep Cherokee pilot model. The engine will be standard in the compact 1984 Cherokee and Wagoneer sport wagons to be introduced in the fall.

Firm in India, Bendix to build brake systems

SOUTHFIELD, Mich. — Bendix Corp. has entered into a joint venture with Kalyani Steels, Ltd., of India, to manufacture air-brake-systems for medium and heavy trucks for the growing Indian market.

J. Mason Reynolds, president, Bendix Automotive Group, said the joint venture, called Kalyani Brakes Ltd. (KBL), will expand to a $10 million investment project over the next few years.

Ownership initially will be 40 percent Bendix, 40 percent Kalyani Steels and 20 percent public. The company will construct a 60,000-square-foot plant in Jalgaon, Maharashtra, a city in Western India, to manufacture and assemble compressors, valves, actuators, master cylinders and slack adjusters.

KBL also will market the parts in neighboring Bangladesh, Pakistan and Sri Lanka.

"This is Phase One for the joint venture in this very promising market," said Reynolds. Further production capacity will

Continued on Page 48, Col. 3

truck industry news

January total tops Chevy by nearly 5,000 units

Lead in registrations is recaptured by Ford

Ford registrations of new trucks of all types in the U. S. in January topped Chevrolet's total by almost 5,000 units, marking the first time since December, 1981, that Ford has been the industry leader.

During the month, according to R. L. Polk & Co. statistics, there were 60,735 Ford registrations, an increase of 48 percent over the year-ago 41,016. Ford's share of the industry total was up 5.81 percentage points, 32.16 percent versus 26.36.

Chevrolet's tallies for the month totaled 55,975 units, a gain of 11.3 percent over last year's 50,295. But its share of the industry total dropped 2.67 points, from 32.32 percent in 1982 to 29.65 percent this year.

In January, Ford's light-truck tallies were up 51.2 percent to 57,610 units, compared with 38,099 in the first month of 1982.

Registrations by GVW—Page 49

The big-truck count this year was 3,125 units, 7.1 percent higher than the year-earlier 2,917.

Chevrolet also had gains in registrations of both light and big trucks during the month, but its strength this year was in big trucks.

Light-truck tallies for Chevrolet in January totaled 55,161 units, an increase of 10.1 percent over the year-earlier 50,123 vehicles. Its big-truck count, however, was up 373.6 percent, from only 172 units in 1982 to 814 this year.

Industrywide, January registrations totaled 188,796 units, a gain of 21.3 percent over the year-earlier 155,599. Tallies of light and medium trucks were significantly higher than a year ago, but the heavy trucks—Groups 7 and 8—continued to weaken.

During the month, there were 176,707 light-truck tallies, an increase of 23.8 percent over the year-earlier 142,779 units. The totals were higher in two of this market segment's three weight classifications.

The Group 1 count in Janu-

Continued on Page 48, Col. 4

HD registrations in January sink to seven-year low

Registrations of new heavy trucks in the first month of 1983 were the lowest in almost seven years and they were down significantly from a year ago.

During the month, according to R. L. Polk & Co., 8,816 new Groups 7 and 8 trucks were registered in the U. S., off 13.8 percent from last year's 10,227 units.

The last time that the monthly count was that low was March, 1976, when the total hit 7,503. The January tally that year was only 6,739 units.

Ford and International, Nos. 1 and 2 in heavy-truck registra-

Continued on Page 44, Col. 5

U. S. TRUCK REGISTRATIONS

JANUARY, 1983 VS. 1982★

	Jan., 1983	Percent Share of '83 market	Jan., 1982	Percent Share of '82 market	Pct. pt. Change, '83-'82
Ford	60,735	32.17	41,016	26.36	+ 5.81
Chevrolet	55,975	29.65	50,295	32.32	− 2.67
GMC	15,570	8.25	13,070	8.37	− 0.12
Dodge	14,306	7.58	15,391	9.89	− 2.31
Jeep	4,948	2.62	4,770	3.07	− 0.45
International	3,668	1.94	3,238	2.08	− 0.14
Mack	1,088	0.58	1,496	0.96	− 0.38
Plymouth	598	0.32	933	0.60	− 0.28
Freightliner	554	0.29	622	0.40	− 0.11
Peterbilt	499	0.26	621	0.40	− 0.14
Kenworth	444	0.23	672	0.43	− 0.20
White	181	0.10	146	0.09	+ 0.01
Mercedes-Benz	131	0.07	268	0.17	− 0.10
Volvo	108	0.06	36	0.02	+ 0.04
Autocar	29	0.01	58	0.04	− 0.03
Western Star	21	0.01	55	0.04	− 0.03
Misc.**	29,941	15.86	22,962	14.76	+ 1.10
TOTALS	188,796	100.00	155,599	100.00	.....

★—No registrations for Oklahoma, 1983 and 1982.
* Plymouth trucks are Trail Duster, Voyager and Arrow.
**Miscellaneous includes imports, Mercedes, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U. S. HEAVY DUTY REGISTRATIONS

JANUARY, 1983 VS. 1982★

	Jan., 1983	Percent Share of '83 market	Jan., 1982	Percent Share of '82 market	Pct. pt. Change, '83-'82
Ford	2,356	26.72	2,158	21.10	+ 5.62
International	2,190	24.84	2,287	22.36	− 2.48
GMC	973	11.04	1,978	19.34	− 8.30
Mack	931	10.56	1,316	12.87	− 2.31
Freightliner	554	6.28	622	6.08	+ 0.20
Peterbilt	499	5.66	621	6.07	− 0.41
Kenworth	444	5.04	672	6.57	− 1.53
Chevrolet	442	5.01	56	0.55	+ 4.46
White	181	2.05	146	1.43	+ 0.62
Volvo	108	1.23	36	0.35	+ 0.88
Mercedes-Benz	35	0.40	76	0.74	− 0.34
Autocar	29	0.33	58	0.57	− 0.24
Western Star	21	0.24	55	0.54	− 0.30
Miscellaneous	53	0.60	146	1.43	− 0.83
TOTALS	8,816	100.00	10,227	100.00	.....

★Groups 7 and 8 trucks only; no registrations for Oklahoma, 1983 and 1982.

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Hertz puts 20-city average at 47.2 cents a mile

Cost of operating compact rises

NEW YORK. — Average cost to own and run typical new compact-sized cars in 20 key cities in 1982 was 47.21 cents a mile, up 1.09 cents or 2.36 percent from 46.12 cents in 1981, Hertz Corp.'s annual major-city operating expense study showed.

Los Angeles led the nation in high-cost driving for the fourth year at 57.08 cents a mile; while, for the third consecutive year, Detroit was least expensive. Detroit's cost was 41.68 cents — a 15.4-cent variation.

The 1981 figure for driving compact cars five years at 10,000 miles a year was 46.12 cents a mile in the 20 cities studied, according to the Hertz analysis, while 1980 expenses were 38.56 cents for all normal driving costs, except garaging and tolls.

The firm's new geographic expense variation estimate again ranks New York City the second-most-expensive area in the nation to own and operate an auto at 56.05 cents a mile. San Francisco, at 54.33 cents, was third, and Miami, 50.04 cents, fourth.

Hertz said the study confirms a sharp slowdown in new-car ownership and operating cost increases from the yearly double-digit jumps which have prevailed for the past decade.

"If automobile purchase prices hold steady and if car loan interest rates and gasoline prices continue to fall, 1983 could bring American motorists their first decline in auto operating costs since 1971," the study said.

In 1971, the study said, federal price controls helped force driving outlays down to 11.9 cents a mile from 12.1 cents in 1970. Since 1972, though, auto expenses have increased far more than the nation's overall inflation rate for the same period, Hertz said.

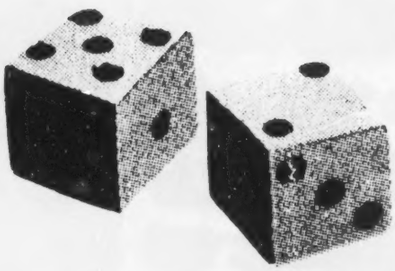
The 1982 advance of 1.09 cents a mile contrasts with a 1980-81 rise of 7.56 cents a mile, or 19.6 percent, from 38.56 cents to 46.12 cents, and with a 1979-80 jump of 9.01 cents a mile, or 30.4 percent, from 29.55 cents a mile.

Average major-city compact-model purchase prices rose to $8,111 in 1982 from $7,694 in 1981 and $6,542 in 1980. Purchase prices ranged from an $8,374 average in New York to $7,714 in Detroit.

City rankings of Hertz estimated compact car ownership and operating costs

For vehicles purchased new and driven 10,000 miles-per-year for five years

1982 Rank	CITY	Cents Per Mile	1981 Rank	1981 Cents Per Mile	1980 Rank	1980 Cents Per Mile	1979 Rank	1979 Cents Per Mile
1.	Los Angeles	57.08	1.	56.36	1.	49.28	1.	39.50
2.	New York City	56.05	2.	55.16	2.	46.42	2.	39.24
3.	San Francisco	54.33	3.	53.17	3.	44.88	4.	33.00
4.	Miami	50.04	4.	48.40	4.	40.14	8.	29.73
5.	Chicago	49.81	5.	47.29	5.	38.95	9.	29.54
6.	Seattle	47.91	6.	46.37	7.	38.40	6.	30.36
7.	St. Louis	47.61	9.	45.29	10.	37.64	16.	27.67
8.	Denver	46.98	7.	45.36	6.	38.88	3.	33.08
9.	San Diego	46.39	10.	45.17	9.	38.30	17.	27.55
10.	Boston	46.33	11.	45.14	17.	36.20	13.	28.58
11.	Houston	45.62	8.	45.33	8.	38.36	7.	30.09
12.	Milwaukee	45.60	13.	44.67	12.	36.88	10.	29.47
13.	Minneapolis	45.58	12.	44.73	11.	37.06	5.	30.77
14.	Cleveland	45.36	15.	43.81	16.	36.33	18.	26.32
15.	Pittsburgh	44.75	14.	44.53	15.	36.64	12.	28.64
16.	Washington	43.73	16.	43.48	13.	36.86	11.	29.10
17.	Cincinnati	43.63	18.	41.75	19.	34.28	20.	24.35
18.	Dallas	43.11	17.	42.46	14.	36.78	14.	28.01
19.	Atlanta	42.15	19.	41.48	18.	34.90	15.	27.96
20.	Detroit	41.68	20.	40.87	20.	34.06	19.	26.10
	CITY AVERAGE	47.21		46.12		38.56		29.95
	NATIONAL AVERAGE	44.67		43.42		36.42		28.55



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GM asks EPA for waiver on emission part adjustment

By Jake Kelderman
Washington Staff Writer

WASHINGTON.—Having the answer to a question and not being able to give it can be a frustrating experience, as every grade school student learns when the teacher does not call on him or her.

Consider the case of General Motors. Most of its late-model cars are equipped with the company's electronic emission control system that instantly measures and adjusts given engine operations to maximize emission control, engine performance and fuel economy.

GM sells many of these cars in high-altitude areas like Denver, but emission requirements in those areas are different than in low-altitude areas and adjustments must be made in GM's electronic control system so the cars comply with the requirements.

This fairly simple process involves only the substitution of one Programmable Read Only Memory (PROM) chip with another suitable for high-altitude operation.

But alas, the Clean Air Act prohibits such a substitution if it involves a name-brand part. And GM's substitute PROM is surely that, since no one else makes it.

The purpose behind this prohibition is to help prevent manufacturers from monopolizing emission control system repair work and freezing independent repair facilities out of the emission control system warranty work triggered when a vehicle fails an inspection and maintenance test.

Fortunately for GM, however, there is a provision for a waiver, and the company has asked the EPA to grant it one.

In an application filed earlier, GM said it is not aware of any other practical way to adjust or modify the cars to ensure emission control performance at high and low altitudes other than by the use of a different PROM.

Since GM knows of no other manufacturer of the specified PROM or any other programmed PROM for use in its electronic emission control system, it feels it has met the Clean Air Act criteria for granting it a waiver.

EPA said it will hold the record open until April 13 for comments on GM's waiver request.

Mazda parts facility opens in Kansas City

KANSAS CITY. — Mazda Motors of America (Central), has opened a 100,000-square foot parts depot here.

The Mazda Kansas City Parts Depot, the fifth such Mazda Central parts facility, will supply 90 Midwest Mazda dealers.

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European parts industry faces shakeout

Aluminum, plastic will benefit from weight cutting

The automobile components industry in Europe faces a major shakeout over the next few years as it continues to be battered by a variety of forces.

A research study by Frost & Sullivan Inc. indicates sales of components in Western Europe, which fell in constant-dollar terms from $28.3 billion in 1976 to $25.7 billion in 1981, will barely exceed $28 billion in 1986 despite an anticipated 10 percent increase in demand for autos.

The only companies with strong chances of surviving will be larger, more diversified component manufacturers. "A dramatic reduction in the number of independent companies must and will occur, with most casualties among small and medium-sized companies," the study says.

The market upheaval will be caused by the recession and such far-reaching factors as the search for economies of scale, the drive for more fuel-efficient cars, more in-house manufacture of components by auto producers and the increasing use of simplified subassemblies rather than individual components, Frost & Sullivan says.

Ironically, the much feared Japanese auto industry is unlikely to play a major role in the process, the research study says, due to "overwhelming (European) nationalistic reasons and to the desire of domestic car manufacturers to maintain security of home supply."

The major factor in the near-term future of the components industry is overall cost, the study explains. Productivity must increase and will do so, often through computer and robot technology, it says.

Components also are being redesigned to reduce automobile fuel consumption—a trend that affects tires, aerodynamic styling, weight and the efficiency of engines and transmissions — and that requires major investment in research and retooling, the study says. "Clearly, only a few large component companies with sufficient liquidity will survive this new technological revolution," it adds.

At the same time manufacturers are leaning toward increasingly simple subassemblies which lower demand for individual component units, and also are cutting back on the number of types of passenger cars.

Independent companies' real hopes for profit, the study says, lie in the areas of proprietary technology like constant-velocity joints and fuel-injection equipment. The markets for individual components will closely reflect automobile production levels in each nation in Western Europe, adjusted slightly for average car size and weight.

The only sectors projected as showing dramatic sales increases overall are those needed in sophisticated automotive electronic engine and transmission management systems and in fuel-injection systems.

The study predicts above-average growth for plastic moldings and automatic gearboxes. Clutches, on the other hand, are expected to post sales declines as automatic transmissions gain in popularity.

In the automobile materials markets an overriding factor will be the campaign to reduce auto weight.

Steel, rubber, glass, textiles and wood will be relatively unaffected. But the amount of cast iron in an average auto is expected to fall from as much as 20 percent of a car's weight in 1981 to as little as 10 percent in 1986, the study says. Plastics and, at a slower pace, aluminum, will increasingly replace iron castings.

Consumption of major raw materials by the West European Automobile Industry, 1976-1986

Material	Usage (000 Tons) 1976	1981	1986
Steel	6,400	5,600	6,000
Cast Iron	2,190	1,550	1,060
Aluminum	550	560	660
Plastics	520	570	800
Rubber	520	460	480
Glass	370	325	340
Textiles and Wood	370	325	340
TOTAL	10,920	9,390	9,680

Source: Frost & Sullivan.

Past and future met at the recent Amsterdam Auto Show in The Netherlands. Timeless classics of bygone years are shown above, while concept cars of the "future-thinkers" are shown below. Companies showing concept vehicles included Mazda, Opel, Renault, Mitsubishi, Citroen, Audi, Ford U.S., Toyota, Volkswagen and Peugeot.

Dutch Volvo a 'generation' away from U.S.

Company sets sights on overseas markets

By Richard Feast
European Editor

Entering the U. S. market is an aim of Dutch auto maker Volvo Car BV. But company officials say the invasion will not be made with the current 300-series sedan. It will be launched with the next generation model, a front-wheel-drive scheduled for arrival within three years.

Volvo Car's present priority is Europe, where it has set a one percent target. Recent events suggest it is well on its way to meeting the objective.

The second target over the next few years will be what Volvo calls "overseas markets" —New Zealand, the Far East, Iceland and some African countries. Last year it sent only 1,300 units to those destinations, or less than 1.5 percent of company output.

The third priority is the U. S., a longer term aim because little groundwork has been done. It is expected that these exports would be handled by Volvo Car Corp. of Sweden, which has a quarter-share financial stake in the Dutch operation, with 75 percent held by various Dutch state interests.

Volvo Car makes one model, the 300-series, with origins at the old Daf auto company. Daf was acquired by Volvo, which broadened the narrow appeal of the inelegant original car.

The 300-series subsequently became available as a five-door as well as a three. The CVT automatic transmission was supplemented with an optional manual, and the 1.4-liter Renault engine with a 2-liter Volvo unit.

Luxurious, sporty and economy derivatives were introduced, but the lukewarm public response to the car was inevitable.

Gradually Volvo Car increased production and sales. Its original 1982 production target was 85,000, but that proved low as the actual year-end production totaled 90,830.

The original production target for 1983 (90,000) was increased last November to 97,500. And company officials now are confident 100,000 is within reach.

Peak production was in 1973 when 98,756 cars were made; they were the cheaper, less complex Daf 66, 46 and 33 models. Today's 300-series is more sophisticated and profitable.

Volvo is proud that its productivity has increased considerably the past couple years. A reorganization cut unit-production time from 43 to 32 hours, and the labor force was reduced more than 10 percent to 5,600.

Volvo's 1982 retail sales of 90,255 represented a 15 percent improvement over 1981's 78,491.

The main advance last year came in the domestic market, with a 70 percent improvement to 15,000 units. The 2-liter version is popular in Holland, accounting for a quarter of sales.

Recently the company introduced a low-cost model called Winner. At the equivalent of $6,400, it costs only 1.6 percent more than the original 343 at its introduction in 1976. It's the result of greater efficiencies, Volvo says.

The company's key market is the UK where sales rose 28 percent last year to 30,400. Sales in Sweden climbed 13 percent to 10,200.

Dutch dealings

The financial structure of van Doorne's Transmissie (VDT) company, based at Tilburg, Holland, is likely to be restructured following an approach by Volvo Car BV.

Volvo Car, owned 75 percent by Dutch state interests and 25 percent by Volvo Car Corp. of Sweden, wants to buy into van Doorne's Transmissie.

VDT is well along on a second generation of its stepless continuously variable automatic transmission (CVT) in which several European auto makers are interested.

Volvo Car made the approach in December and discussions are expected to take "several months" to complete. At present VDT is owned 39.5 percent by VADO (the van Doorne trust company), 24 percent each by Borg-Warner Corp. and Fiat Auto, and 12.5 percent by the Dutch state.

It's rumored in Holland that if Volvo Car takes a major share of the company it would allow VADO to redirect its resources to Daf Trucks.

Daf's structure is split by a 37.5 percent shareholding each by VADO and International Harvester and 25 percent by a Dutch state holding company.

But with Harvester's declared intention of clearing out of Europe in the wake of its domestic troubles, a gap will appear in Daf's structure. Both VADO and DSM (the Dutch agency) have declared they do not want to increase their commitment to Daf.

However, the effect of a Volvo Car (Dutch government) stake in VDT would allow VADO to increase its Daf Trucks equity.

Fedde Talsma, 29-year-old freelance designer, poses with the model he designed in a competition for a short-term replacement for the Volvo 340 series. The contest was organized by Dutch magazine *Autoselekt* in conjunction with Volvo Car of Holland. Talsma's model appeared at the Amsterdam auto show, and he will get an opportunity to work in Volvo's design studios at Helmond.

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Where Japan's exports went

Area	1982 Shipments	Share	1981 Shipments	% Change
North America	2,297,022	41.1	2,551,283	−10.0
Europe	1,122,975	20.1	1,188,696	− 5.5
Middle East	710,084	12.7	490,784	+44.7
South-East Asia	520,743	9.3	593,814	−12.4
Oceania	395,395	7.1	389,823	+ 1.4
Africa	289,422	5.2	472,595	−38.8
Central America	134,745	2.4	130,848	+ 3.0
South America	108,336	1.9	220,930	−51.0
Others	11,751	0.2	9,674	+21.5
TOTAL	5,590,473	100.0	6,048,447	− 7.6

Japan's exports to U.S. decline in January '83

Japan's overall vehicle exports to the U. S. declined by 1.4 percent in January 1983 from a year earlier. Passenger car exports increased 1.6 percent, but truck exports dropped 11 percent.

Japan's worldwide motor vehicle exports increased 4.1 percent in January 1983 from the previous year. Commercial vehicle shipments to the world were down. (See table below.)

Japan's motor vehicle output in January remained approximately the same in 1983 as in 1982, showing a gain of less than 1 percent. Commercial vehicle production continued to drop; trucks were down 4.1 percent and buses 23.5 percent.

Sales in Japan's domestic automobile market improved for the third month, up 7.98 percent. Sales of passenger cars were up 10 percent.

Japanese shipments down

But exports to Middle East spurt

Japan's vehicle exports in 1982 dropped to their lowest level since 1979. At 5.59 million units they were 7.6 percent below record year 1981.

Shipments to the two most important areas—North America and Europe—fell 8.6 percent to 3.42 million. Because the two areas account for three out of every five Japanese exports, they greatly influence the overall trend.

The Middle East helped Japan's exporters last year. Shipments rose nearly 45 percent to 710,000, moving the region above Southeast Asia.

A major drop in exports to Africa and a small increase to Oceania — essentially Australia and New Zealand—resulted in the two areas change of place in ranking in 1982.

The U. S. remained by far the largest single export destination with more than 2.1 million units. Next came Saudi Arabia (second), Australia (third), West Germany (fourth), Canada (fifth), UK (sixth), Indonesia (seventh). Malaysia in eighth place was the only other country to receive more than 100,000 Japanese vehicles last year. (See table right.)

The 1982 setback in Japanese production—down by 7.2 percent to 10.37 million—was the first since 1975, and was the lowest since 1979 when the country's output had not yet reached 10 million annually.

On the positive side for Japan's auto makers was the fact that domestic demand last year reached a record 5.26 million vehicles of all types, an increase of 2.6 percent over 1981. Main impetus came from car demand. Although it improved 6 percent to 3.038 million, it fell short of record 1979 (3.067 million).

Commercial vehicle sales fell 1.6 percent to 2.223 million following the record year (2.26 million) 1981.

Pos. 1982	Nation	Shipments 1981	pos. 1981
1	U. S.	2,105,519	1
2	Saudi Arabia	387,518	4
3	Australia	280,284	3
4	West Germany	199,507	2
5	Canada	191,503	5
6	UK	184,552	7
7	Indonesia	154,966	6
8	Malaysia	101,985	13
9	Belgium	97,892	11
10	New Zealand	90,776	15
11	Holland	85,953	10
12	South Africa	85,189	9
13	Switzerland	79,324	14
14	Greece	78,963	22
15	Thailand	78,177	16
16	France	72,892	21
17	Iraq	72,291	18
18	Nigeria	62,972	8
19	Kuwait	61,457	28
20	Finland	58,291	25

Source: JAMA

JAPANESE NUMBERS

Production (1)

	Passenger Cars	Trucks	Buses	Total
Jan. '83	521,138	274,392	4,914	800,444
Jan. '82	501,554	286,177	6,421	794,152
% Change	3.9%	−4.1%	−23.5%	0.8%

Production, Passenger Cars by Size (2)

	Passenger Cars	Trucks	Buses	Total
Jan.'83	39,645	468,951	12,542	521,138
Jan. '82	46,838	441,963	12,753	501,554
% Change	−15.4%	6.1%	−1.7%	3.9%

New Vehicle Registrations (in Japan) (3)

	Regular	Small	Mini	Total
Jan. '83	155,672	129,987	890	286,549
Jan. '82	141,494	123,229	888	265,611
% Change	10.0%	5.5%	0.2%	7.9%

All figures are on unit bases. (1) Production figures are as reported by all automobile manufacturers in Japan. (2) Size definitions are according to Japanese classification by piston displacement as follows—Regular—2,001 cc and more; Small—551 cc to 2,000 cc; Mini—550 cc and less. (3) New vehicle registration figures are compiled by Japan Mini-Vehicle Assn. and Japan Automobile Dealers Assn. All others sourced by JAMA.

Export (4) (5)

	Passenger Cars	Trucks	Buses	Total
Jan.' 83	333,279	135,189	3,422	471,890
Jan. '82	310,799	138,886	3,446	453,131
% Change	7.2%	−2.7%	−0.7%	4.1%

Export to the United States (6)

	Passenger Cars	Trucks	Buses	Total
Jan. '83	133,575	35,864	.....	169,439
Jan. '82	131,498	40,282	.....	171,780
% Change	1.6%	−11.0%	.....	−1.4%

Exports by Major World Market Areas (January 1983)

	Passenger Cars	Trucks	Buses	Total
South East Asia	18,643	23,511	689	42,843
Middle East Asia	30,615	28,406	781	59,802
Europe	104,194	20,555	28	124,777
North America	151,460	39,601	.....	191,061
Central/South America	11,953	6,408	360	18,721
Africa	6,057	7,941	961	14,949
Oceania	9,635	8,577	588	18,800
Others	732	190	15	937
TOTAL	333,279	135,189	3,422	471,890

(4) All export figures as reported by individual manufacturers. (5) Export figures include automobiles in "knock-down" form exported to overseas countries for assembly. (6) Export figures to U.S. include Alaska and Hawaii, but not Puerto Rico and other island territories governed by the U.S.

PRODUCTION OVERSEAS

JAPAN — Cars

	12 mos., 1982	12 mos., 1981
Daihatsu	127,619	147,219
Fuji	201,388	190,451
Honda	859,743	852,177
Isuzu	113,299	129,564
Mitsubishi	572,644	606,883
Nissan	1,815,792	1,864,251
Suzuki	113,811	94,785
Toyo Kogyo	824,247	840,630
Toyota	2,258,253	2,248 171
Total	6,886,866	6,974,131

WEST GERMANY — Cars

	12 mos., 1982	12 mos., 1981
BMW	362,607	337,757
Daimler-Benz	465,503	449,010
Ford	518,440	486,917
Opel	951,456	810,158
Porsche	36,329	31,734
Volkswagen	1,427,101	1,462,231
Audi	305,024	331,671
Volkswagen	1,122,077	1,150,560
Total	3,761,436	3,577,807
Trucks, buses		
Auwarter	867	944
Daimler-Benz	175,076	183,270
Faun	794	578
Kassbohrer	1,849	1,941
Magirus-Deutz	18,082	18,246
MAN	20,013	25,473
Opel	9,638	6,490
Volkswagen	74,910	82,258
Total	301,229	319,200
Total vehicles	4,062,665	3,897,007

REGISTRATIONS OVERSEAS

BELGIUM — Cars

	12 mos., 1982	12 mos., 1981
Alfa Romeo	4,169	3,348
BL	5,629	4,570
BMW	11,372	10,460
Chrysler	108	79
Daihatsu	1,644	1,495
Datsun	12,908	15,316
Fiat Auto	19,762	21,521
Ford	29,580	29,939
General Motors	35,392	29,837
Honda	11,435	14,933
Hyundai	885	1,464
Innocenti	134	480
Lada	16,425	12,825
Mazda	12,564	13,774
Mercedes-Benz	8,492	8,776
Mitsubishi	11,548	13,963
Peugeot SA	47,510	51,023
Citroen	22,651	22,305
Peugeot-Talbot	24,859	28,718
Porsche	521	478
Renault	32,370	31,084
Saab	1,020	754
Skoda	2,349	1,363
Subaru	1,080	1,236
Suzuki	1,793	980
Toyota	21,102	26,100
VAG	46,280	45,100
Volvo	7,079	7,842
Wartburg	858	527
Zastava	119	155
Others	562	1,308
Total	344,690	350,730

HOLLAND — Trucks, buses

	12 mos., 1982	12 mos., 1981
BL	276	567
Bova	41	78
Daf	3,577	3,593
Daihatsu	250	198
Datsun	720	613
den Oudsten	14	16
Dodge	25	65
Fiat	1,505	1,774
Ford	2,650	3,090
FTF	10	18
General Motors	1,280	1,524
Ginaf	23	57
Hyundai	21	32
Jeep	31	41
Magirus-Deutz	339	323
MAN	382	389
MAN-VW	122	98
Mazda	577	681
Mercedes-Benz	6,255	7,382
Mitsubishi	1,171	1,278
Neoplan	16	24
PSA	4,088	4,289
Renault	2,400	2,483
Scania	1,139	1,045
Spijkstaal	92	132
Steyr	12	.....
Suzuki	2,184	2,019
Terberg	103	74
Toyota	2,077	2,827
van Hool	45	27
Volkswagen	5,345	5,057
Volvo	1,631	1,544
Others	97	62
Total	40,898	42,000

ITALY — Cars

	12 mos., 1982	12 mos., 1981
Alfa Romeo	107,115	112,544
BL	31,623	25,821
BMW	26,186	34,482
Fiat Auto	869,787	894,080
Fiat	750,873	779,984
Autobianchi/ Lancia	118,914	114,096
Ford	84,916	92,810
General Motors	62,445	60,358
Mercedes-Benz	13,158	15,405
Nuovo Innocenti	19,767	20,258
Peugeot SA	142,776	168,836
Citroen	74,529	78,340
Peugeot	28,738	33,230
Talbot	39,509	57,266
Renault	185,418	176,721
VAG	116,292	115,245
Audi/Porsche	26,381	23,173
Volkswagen	89,911	92,072
Volvo	14,774	15,348
Others	11,239	3,060
Total	1,685,496	1,734,968

Minis with turbo

TOKYO. — The world's first turbocharged minicompacts were put on sale this month in Japan by Mitsubishi.

The new models are called Minica Ami L Turbo and Minica Econo Turbo. They are powered by 550-cc Mitsubishi Silent Shaft engines fitted with the Mitsubishi-manufactured TD02 turbine.

The turbine, which weighs less than 4½ pounds, is said to be capable of speeds up to 270,000 RPM.

Probe III, Ford of Europe's Sierra-based concept car, has found a home in the UK's National Motor Museum. Uwe Bahnsen, left, design vice president, Ford of Europe, presents the car for its long-term loan to Michael Ware, museum curator.

Growing popularity of four-wheel-drive Subaru and Toyota Tercel cars prompted Renault to introduce a 4x4 version of its 18 wagon. The car, sold initially in Switzerland and Austria, soon goes on sale across Europe. The drive system is Renault's, developed from components of its Sinpar subsidiary. The 4x4, built alongside regular models, comes with gasoline or diesel power.

classified want ads

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ALL USED POLICE CARS
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We Help You With Bids
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New Dealer In Dallas
We Are Desperate!
MAZDAS NEEDED
All Models
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Employe ideas aid production of T-bird, Cougar

LORAIN, O. — There are 135 employe-contributed quality improvement ideas in the 1983 Thunderbirds, Cougars and Thunderbird Turbo Coupes built at Ford Motor Co.'s assembly plant here.

The ideas came from workers participating in Ford's Employe Involvement program, which encourages workers to solve problems in their own work areas.

As part of that program, hourly workers at Lorain were encouraged to review early prototypes of the new models and contribute ideas to make them easier to build and more reliable. Employes offered 280 ideas, 135 of which have been implemented to date.

For example, electrical repairmen in the trim department assembled a fully functional electrical "breadboard" or mockup of the Thunderbird's wiring system to check such things as routing and ease of assembly. They contributed a dozen major design or manufacturing process improvements.

GWC appoints Waldrop regional sales director

MARINA DEL REY, Calif. — Ed Waldrop has been named Western regional sales director for General Warranty Corp.

For the last three years, Waldrop has been general agent for American Warranty Corp. in in Northern California.

factories list auction dates

American Motors

March 30—Southern Auto Auction, East Windsor, Conn.; Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia.; Kansas City Auto Auction, Kansas City, Mo.

March 31—Minneapolis North Star Auto Auction, Shakopee, Minn.

Ford Motor Co.

March 29—South Seattle Auto Auction, Kent, Wash.

Chrysler Corp.

March 29 — NuCarPrep System, Santa Fe Springs, Calif.

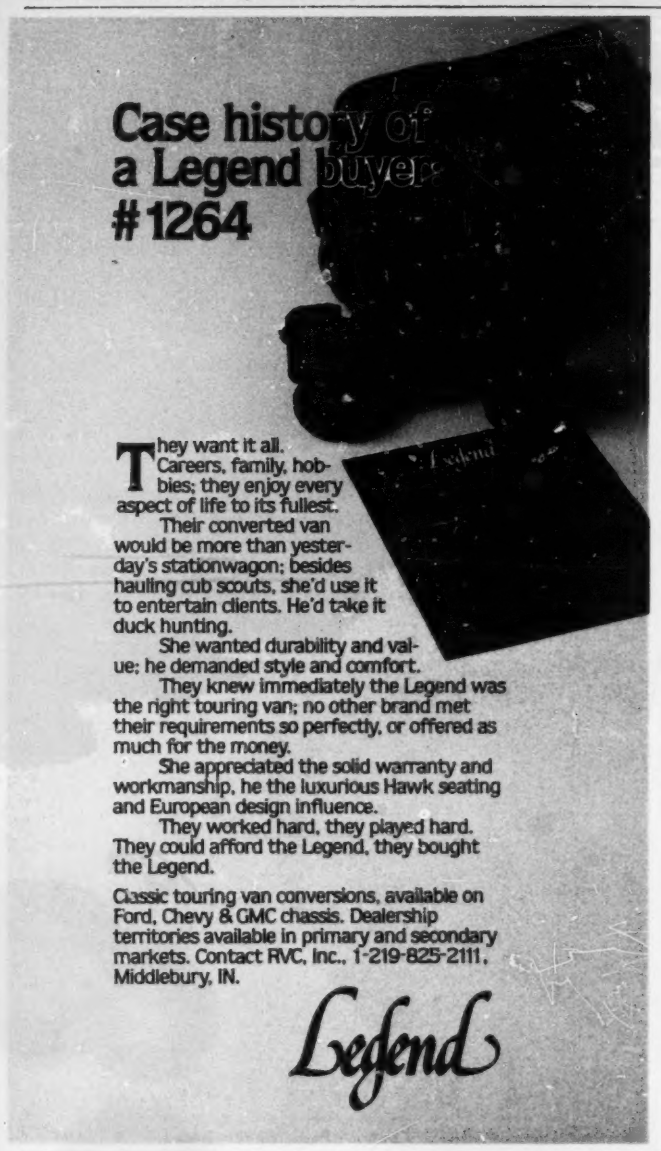
March 30—St. Pete Auto Auction, Clearwater, Fla.

Used Car Sales
Auction Averages

March to date	$5,010
Month ago	$4,733
Year ago	$4,787

Model breakdown
Auction Averages

	MARCH	FEBRUARY	JANUARY
1983	$10,292	$12,350	$10,679
1982	8,112	7,711	7,253
1981	6,046	5,989	5,844
1980	5,195	5,013	4,814
1979	4,589	4,398	4,235
1978	3,496	3,293	3,175
1977	2,637	2,378	2,573
1976	2,232	1,773	1,679
Overall Average	$ 5,010	$ 4,733	$ 4,646


Case history of
a Legend buyer
#1264
They want it all.
Careers, family, hobbies; they enjoy every aspect of life to its fullest.
Their converted van would be more than yesterday's stationwagon; besides hauling cub scouts, she'd use it to entertain clients. He'd take it duck hunting.
She wanted durability and value; he demanded style and comfort.
They knew immediately the Legend was the right touring van; no other brand met their requirements so perfectly, or offered as much for the money.
She appreciated the solid warranty and workmanship, he the luxurious Hawk seating and European design influence.
They worked hard, they played hard. They could afford the Legend, they bought the Legend.
Classic touring van conversions, available on Ford, Chevy & GMC chassis. Dealership territories available in primary and secondary markets. Contact RVC, Inc., 1-219-825-2111, Middlebury, IN.
Legend

Case history of
a Legend buyer
#1827
He doesn't compromise on style, comfort or value; he doesn't need to. He's one of that group of bluechip customers who can afford to demand the best, and does.
He was attracted to the Legend's lean classic styling. He recognized the underlying integrity of engineering and workmanship. He assessed the added value of luxury features standard to a Legend, optional on other brands.
He could afford to demand the best, and did: he bought a Legend.
Classic touring van conversions, available on Ford, Chevy & GMC chassis. Dealership territories available in primary and secondary markets. Contact RVC, Inc., 1-219-825-2111, Middlebury, IN.
Legend

Downsized models to bow next fall

'84 Jeeps carry familiar names

Continued from Page 20

and campers as heavy as 5,000 pounds," Cappy said.

"Wagoneer sales increased 24 percent in 1982 over 1981, and we expect them to continue strong for a long time to come," he added.

The new Wagoneer and Cherokee will have two new engines.

AMC's new I-4 engine will be the standard powerplant. Fuel-economy estimates, although not firm at this time, are projected at about 25 MPG in the city and 30 MPG on the highway, Cappy said.

An optional 2.8 liter V-6 engine, produced by Chevrolet, will be available on the 1984 Cherokee and Wagoneer sport wagons. Fuel-economy estimates are not available at this time, but should be 20 or more MPG in the city, Cappy said.

"The most advanced technology has been built into the manufacturing process, including 25 Cybotech robots which perform all of the major welding on the bodyside and bodyframing lines," he said.

"This modern assembly equipment is so precise that it will reject a body component which has even the slightest dimensional inconsistency."

Cappy said one-side galvanized sheet metal will be used on most exterior panels for maximum protection against rust and corrosion. Rocker panels will be made of two-side galvanized sheet metal.

Clear-coat paint will be offered with metallic finishes on Cherokee and Wagoneer, the first time it has been available on Jeep vehicles.

"Market studies indicate that more than half of the sales of four-wheel-drive vehicles by 1985 will be in the compact segment, compared with only 2 percent in 1978," Cappy noted.

Lead in truck registrations is recaptured by Ford

Continued from Page 20

ary showed a gain of 29.9 percent, rising from 77,818 units a year ago to 101,124. Group 2 was up 18.6 percent to 75,496 units, compared with 63,662 in the first month of 1982.

There was a sharp decline during the month in Group 3 registrations. Only 87 vehicles were tallied, off 93.3 percent from the year-ago 1,299 units.

Registrations of the medium trucks were 26.2 percent higher in January than a year ago, with increases in all three weight groups.

In Group 4, traditionally the weakest of the eight, there were seven tallies in the first month, compared with two a year ago. The Group 5 count was 19.2 percent higher than last year, 62 units versus 52.

Registrations of Group 5 trucks, which have been losing ground steadily to Group 7 since the early 1970s, totaled 3,204 in January, an increase of 26.2 percent over the 2,539 tallied in the first month of 1982.

January registrations of heavy trucks were the lowest in seven years, with declines in both weight classifications.

Only 8,816 units were tallied in the first month, a decline of 13.8 percent from last year's 10,227. The Group 7 total of 3,826 vehicles was off 1.5 percent from the year-ago 3,884.

The Group 6 count dropped 21.3 percent from last year to 4,990 units, compared with 6,343 registered in the first month of 1982.

Ford, White, Volvo and the miscellaneous group scored the only increases in market penetration in January. All also had higher unit counts this year.

GMC, Jeep and International also had increases in tallies in January, but the gains were not great enough to prevent small declines in market share.

Plastics outlook brightens; steady growth forecast

Continued from Page 18

ing introduced by Citroen in Europe introduces the concept of mass production of large reinforced plastic parts by injection molding, another big plus.

Jack R. Misner, of the Fiber Glass Division of PPG, is considerably more optimistic than Cumo. He predicts a 15 percent improvement this year in business for the reinforced plastics trade.

But, he said, the projected recovery still brings the forecast for 1983 only to 1981 levels. It is some 10 percent shy of the peak years of 1978 and 1979, he said.

PPG predicts U. S. car production will rebound from 5.1 million in 1982 to 6.1 million and land transportation's use of the light, tough plastics will increase about 16 percent to over 400 million pounds. That figure jibes with that of Cumo and the trade association.

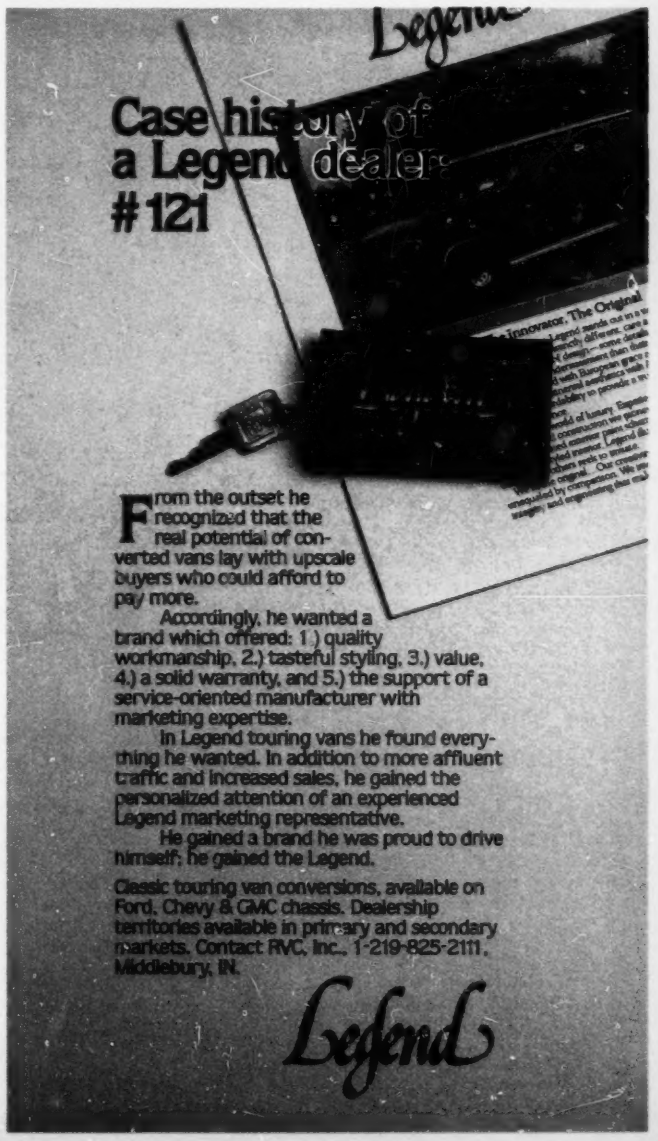
Firm in India, Bendix to build brake systems

Continued from Page 20

be added later for other brake components, and plans are already underway for Phase Two, which will broaden the company's product lines and markets, he added.

India's commercial-vehicle industry is expected to produce 150,000 units annually by 1990. The country supports five truck manufacturers and a sixth company is expected to begin bus production this year, said Reynolds. The joint venture expects to capture a substantial portion of that market, he added.

Plans call for the Jalgaon plant to be in production early in 1984. The plant will use a combination of locally sourced components and those produced internally, with few imported parts, Reynolds said.


Case history of
a Legend dealer
#121
From the outset he recognized that the real potential of converted vans lay with upscale buyers who could afford to pay more.
Accordingly, he wanted a brand which offered: 1.) quality workmanship, 2.) tasteful styling, 3.) value, 4.) a solid warranty, and 5.) the support of a service-oriented manufacturer with marketing expertise.
In Legend touring vans he found everything he wanted. In addition to more affluent traffic and increased sales, he gained the personalized attention of an experienced Legend marketing representative.
He gained a brand he was proud to drive himself; he gained the Legend.
Classic touring van conversions, available on Ford, Chevy & GMC chassis. Dealership territories available in primary and secondary markets. Contact RVC, Inc., 1-219-825-2111, Middlebury, IN.
Legend

A race to trace Swiss deposit

Where is DeLorean's missing $17.65 million?

Continued from Page 1

documents in U. S. Bankruptcy Court in Detroit which said one Swiss bank account had nearly $400,000 on deposit late last year. The documents, letters from Wittmer, indicated that former DMC general counsel and board member Thomas W. Kimmerly had authority to disburse funds from this joint DeLorean Motor Cars Ltd./GPD escrow account.

Wittmer, a Geneva lawyer, was involved in the contract negotiations between DeLorean Motor Co., GPD Services, Inc., and Lotus cars in 1978. He represented DMC; its UK subsidiary, DeLorean Motor Cars, Ltd., and the DeLorean Research Limited Partnership during the negotiations.

Wittmer is willing to disclose the information about disbursements if he can get permission rrom his clients. The receivers of DMCL have consented, but bankruptcy attorneys for DMC, which was the general partner in DRLP, have balked.

Wittmer was contacted in early March at his Geneva office by an AUTOMOTIVE NEWS reporter. He refused to discuss anything relating to the DeLorean matter.

The Swiss bank account records should provide what seems to be the major missing piece in the missing money puzzle.

Clearly, the $17.65 million did not go to Lotus. Court testimony last week by Christopher Hughes, of the London CPA accounting firm Cork-Gulley, which has been receiver for DMCL for more than a year, said Lotus received the equivalent of about $22 million for the entire project, all of which was paid by the British government through DMCL, the Belfast carbuilding unit of DMC. None of it came from GPD, Hughes said.

If the Creditors Committee and the examiner are unable to get DMC's authorization to talk to Wittmer, more litigation could result, either in Bankruptcy Court in Detroit or in Switzerland where investigators might attempt to pierce the veil of secrecy at the appropriate banks.

Virtually all of the parties investigating GPD now believe there is reason to suspect that the $17.65 million was diverted into the personal bank accounts of a few individuals.

Suspicions about what really happened to the money sent to Switzerland escalated late in 1981 when a DMC secretary, Marian Gibson, turned over certain files to British Member of Parliament Nicholas Winterton. Winterton tried to get the British government to launch an investigation.

Included in the files were certain internal memos written by a former DMC vice president, William Haddad, which raised questions about the mysterious Swiss company GPD and other financial matters.

Winterton's allegations were leaked to the press.

John DeLorean publicly dismissed them and then filed a host of UK libel suits after a 10-day investigation by Scotland Yard failed to show any wrongdoing.

DeLorean's suit against Winterton was recently dismissed although the MP still has a suit pending against DeLorean for some of the charges made publicly by DeLorean.

During an interview in London earlier this month, Winterton told AUTOMOTIVE NEWS the British Government instituted a "massive coverup" of the entire DeLorean affair "because the government knew its representatives and representatives of the previous government were guilty of abuse of public funds," referring to the $180 million in British funds put into the project.

Winterton called the short Scotland Yard investigation "a whitewash."

Like so many other aspects of the DeLorean sports car enterprise, the GPD puzzle has become more complex with the passing of time.

In 1978, DMC entered into the DeLorean Research Limited Partnership as the sole general partner. The limited partners, assembled by Wall Street investment bankers Oppenheimer & Co., were to have contributed about $20 million in funds earmarked for R&D as part of the plan whereby the DeLorean car plant would go to Puerto Rico.

Ultimately, the British Government, through its Northern Ireland economic development agencies, offered a better deal to John DeLorean and lured him to Belfast. DeLorean still needed to have pre-production work done on the DeLorean sports car, codenamed DMC-12 at that time.

Although the British representatives told DeLorean he no longer needed to do the Oppenheimer partnership because the government was to be the project's "lead banker," DMC officials proceeded with the partnership offering circular in 1978. Oppenheimer eventually raised nearly $19 million, of which nearly $7 million would be paid back to Oppenheimer in sales fees and a subsequent extended investment banking and asset management contract.

• In November, 1978, it was announced DMC had retained Lotus Cars to do R&D and preproduction engineering work on the sports car. No mention of GPD Services, Inc., was made at that time—the deal was presented as a straight DMC-Lotus transaction.

The first public mention of GPD was made in the DMC form S-2 filed with the U. S. Securities & Exchange Commission on Nov. 29, 1978. The filing said the DeLorean Research Limited Partnership had retained GPD, which in turn had retained Lotus. No copy of the contract was included.

Subsequent mention of GPD intrigued auto officials in the U. S. and Europe; they said at the time they had never heard of a product development company by that name. John DeLorean and Lotus Cars head A. C. B. (Colin) Chapman gave various explanations when asked about GPD and its credentials.

In 1981 interest by British reporters led to disclosure that a Geneva woman, Marie-Denise Juhan, who had signed the contract on behalf of GPD, was in fact the only trace of this company.

GPD Services, Inc., does in

Continued on Page 50, Col. 1

NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

ONE MONTH, 1983 VS. 1982★

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	**Jan. '83**	.....	.....	.....	.....	.....	.....	.....	**29**	**29**
	Jan. '82	.....	.....	.....	.....	.....	.....	.....	58	58
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	**29**	**29**
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	58	58
BROCKWAY	**Jan. '83**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Jan. '82	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	.....	.....
CHEVROLET	**Jan. '83**	**30,996**	**24,078**	**87**	.....	**25**	**347**	**421**	**21**	**55,975**
	Jan. '82	26,549	22,408	1,166	.....	5	111	2	54	50,295
	Year to Date '83	**30,996**	**24,078**	**87**	.....	**25**	**347**	**421**	**21**	**55,975**
	Year to Date '82	26,549	22,408	1,166	.....	5	111	2	54	50,295
(Memo Units) #	**Jan. '83**	**21,184**	**8,485**	.....	.....	.....	.....	.....	.....	**29,669**
	Jan. '82	14,923	6,646	.....	.....	.....	.....	.....	.....	21,569
	Year to Date '83	**21,184**	**8,485**	.....	.....	.....	.....	.....	.....	**29,669**
	Year to Date '82	14,923	6,646	.....	.....	.....	.....	.....	.....	21,569
DODGE	**Jan. '83**	**9,194**	**5,112**	.....	.....	.....	.....	.....	.....	**14,306**
	Jan. '82	10,061	5,323	7	.....	.....	.....	.....	.....	15,391
	Year to Date '83	**9,194**	**5,112**	.....	.....	.....	.....	.....	.....	**14,306**
	Year to Date '82	10,061	5,323	7	.....	.....	.....	.....	.....	15,391
(Memo Units) #	**Jan. '83**	**5,846**	**3,645**	.....	.....	.....	.....	.....	.....	**9,491**
	Jan. '82	6,311	3,476	.....	.....	.....	.....	.....	.....	9,787
	Year to Date '83	**5,846**	**3,645**	.....	.....	.....	.....	.....	.....	**9,491**
	Year to Date '82	6,311	3,476	.....	.....	.....	.....	.....	.....	9,787
FORD	**Jan. '83**	**21,843**	**35,767**	.....	.....	.....	**769**	**1,801**	**555**	**60,735**
	Jan. '82	11,094	27,005	.....	.....	.....	759	1,443	715	41,016
	Year to Date '83	**21,843**	**35,767**	.....	.....	.....	**769**	**1,801**	**555**	**60,735**
	Year to Date '82	11,094	27,005	.....	.....	.....	759	1,443	715	41,016
(Memo Units) #	**Jan. '83**	**16,258**	**14,196**	.....	.....	.....	.....	.....	.....	**30,454**
	Jan. '82	4,678	9,569	.....	.....	.....	.....	.....	.....	14,247
	Year to Date '83	**16,258**	**14,196**	.....	.....	.....	.....	.....	.....	**30,454**
	Year to Date '82	4,678	9,569	.....	.....	.....	.....	.....	.....	14,247
FREIGHTLINER	**Jan. '83**	.....	.....	.....	.....	.....	.....	.....	**554**	**554**
	Jan. '82	.....	.....	.....	.....	.....	.....	.....	622	622
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	**554**	**554**
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	622	622
GMC	**Jan. '83**	**6,972**	**7,234**	.....	.....	**34**	**357**	**619**	**354**	**15,570**
	Jan. '82	4,748	5,775	126	.....	47	346	1,282	696	13,020
	Year to Date '83	**6,972**	**7,234**	.....	.....	**34**	**357**	**619**	**354**	**15,570**
	Year to Date '82	4,748	5,775	126	.....	47	346	1,282	696	13,020
(Memo Units) #	**Jan. '83**	**3,996**	**1,966**	.....	.....	.....	.....	.....	.....	**5,962**
	Jan. '82	2,081	1,543	.....	.....	.....	.....	.....	.....	3,624
	Year to Date '83	**3,996**	**1,966**	.....	.....	.....	.....	.....	.....	**5,962**
	Year to Date '82	2,081	1,543	.....	.....	.....	.....	.....	.....	3,624
INTERNATIONAL	**Jan. '83**	.....	.....	.....	.....	.....	**1,478**	**812**	**1,378**	**3,668**
	Jan. '82	.....	.....	.....	.....	.....	951	1,006	1,281	3,238
	Year to Date '83	.....	.....	.....	.....	.....	**1,478**	**812**	**1,378**	**3,668**
	Year to Date '82	.....	.....	.....	.....	.....	951	1,006	1,281	3,238
(Memo Units) #	**Jan. '83**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Jan. '82	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	.....	.....
JEEP	**Jan. '83**	**2,503**	**2,445**	.....	.....	.....	.....	.....	.....	**4,948**
	Jan. '82	2,344	2,426	.....	.....	.....	.....	.....	.....	4,770
	Year to Date '83	**2,503**	**2,445**	.....	.....	.....	.....	.....	.....	**4,948**
	Year to Date '82	2,344	2,426	.....	.....	.....	.....	.....	.....	4,770
(Memo Units) #	**Jan. '83**	**2,503**	**2,031**	.....	.....	.....	.....	.....	.....	**4,534**
	Jan. '82	2,344	1,784	.....	.....	.....	.....	.....	.....	4,128
	Year to Date '83	**2,503**	**2,031**	.....	.....	.....	.....	.....	.....	**4,534**
	Year to Date '82	2,344	1,784	.....	.....	.....	.....	.....	.....	4,128
KENWORTH	**Jan. '83**	.....	.....	.....	.....	.....	.....	.....	**444**	**444**
	Jan. '82	.....	.....	.....	.....	.....	.....	.....	672	672
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	**444**	**444**
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	672	672
MACK	**Jan. '83**	.....	.....	.....	.....	.....	**157**	**53**	**878**	**1,088**
	Jan. '82	.....	.....	.....	.....	.....	180	44	1,272	1,496
	Year to Date '83	.....	.....	.....	.....	.....	**157**	**53**	**878**	**1,088**
	Year to Date '82	.....	.....	.....	.....	.....	180	44	1,272	1,496
MERCEDES-BENZ	**Jan. '83**	.....	.....	.....	.....	.....	**96**	**35**	.....	**131**
	Jan. '82	.....	.....	.....	.....	.....	192	76	.....	268
	Year to Date '83	.....	.....	.....	.....	.....	**96**	**35**	.....	**131**
	Year to Date '82	.....	.....	.....	.....	.....	192	76	.....	268
PETERBILT	**Jan. '83**	.....	.....	.....	.....	.....	.....	.....	**499**	**499**
	Jan. '82	.....	.....	.....	.....	.....	.....	.....	621	621
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	**499**	**499**
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	621	621
PLYMOUTH	**Jan. '83**	**358**	**240**	.....	.....	.....	.....	.....	.....	**598**
	Jan. '82	585	348	.....	.....	.....	.....	.....	.....	933
	Year to Date '83	**358**	**240**	.....	.....	.....	.....	.....	.....	**598**
	Year to Date '82	585	348	.....	.....	.....	.....	.....	.....	933
VOLVO	**Jan. '83**	.....	.....	.....	.....	.....	.....	**70**	**38**	**108**
	Jan. '82	.....	.....	.....	.....	.....	.....	23	13	36
	Year to Date '83	.....	.....	.....	.....	.....	.....	**70**	**38**	**108**
	Year to Date '82	.....	.....	.....	.....	.....	.....	23	13	36
WESTERN STAR	**Jan. '83**	.....	.....	.....	.....	.....	.....	.....	**21**	**21**
	Jan. '82	.....	.....	.....	.....	.....	.....	.....	55	55
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	**21**	**21**
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	55	55
WHITE	**Jan. '83**	.....	.....	.....	.....	.....	.....	.....	**181**	**181**
	Jan. '82	.....	.....	.....	.....	.....	.....	.....	146	146
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	**181**	**181**
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	146	146
MISCELLANEOUS*	**Jan. '83**	**29,258**	**620**	.....	**7**	**3**	.....	**15**	**38**	**29,941**
	Jan. '82	22,437	377	.....	2	.....	.....	8	138	29,962
	Year to Date '83	**29,258**	**620**	.....	**7**	**3**	.....	**15**	**38**	**29,941**
	Year to Date '82	22,437	377	.....	2	.....	.....	8	138	29,962
TOTALS	**Jan. '83**	**101,124**	**75,496**	**87**	**7**	**62**	**3,204**	**3,826**	**4,990**	**188,796**
	Jan. '82	77,818	63,662	1,299	2	52	2,539	3,884	6,343	155,599
	Year to Date '83	**101,124**	**75,496**	**87**	**7**	**62**	**3,204**	**3,826**	**4,990**	**188,796**
	Year to Date '82	77,818	63,662	1,299	2	52	2,539	3,884	6,343	155,599

★—No Oklahoma and Connecticut registrations.
#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino and Blazer; Dodge, compact trucks, Ford Econoline, Ranchero and Bronco; GMC, Vandura, Jimmy and Sprint; International Scout, Jeep, CJ-5, CJ-6 and Commando. *—Miscellaneous includes imports, Divco, Hendrickson, Oshkosh, etc.

—Compiled from R. L. Polk & Co. data

Toyota, Honda, Nissan take top three places; Oldsmobile is fourth

Japanese lead sales per dealer in U. S. market

SALES PER OUTLET BY MAKE: TOTAL U. S. MARKET

	1982	1981	1980	1979	1978	1977	1976	1975	1974	1973
Toyota	484	528	541	485	423	479	347	295	251	307
Honda	455	470	496	488	396	339	252	214	109	132
Nissan	428	421	475	445	323	384	279	280	200	250
Oldsmobile	254	263	251	286	302	294	272	192	158	241
Buick	247	244	239	234	256	245	244	171	141	224
Chevrolet	238	259	303	364	394	381	350	302	332	408
Mazda	213	218	213	213	114	95	69	154	182	357
Ford	197	197	204	269	326	335	308	276	318	380
Subaru	195	201	191	175	145	118	76	72	41	71
Volvo	185	159	140	136	120	103	89	126	120	145
Volkswagen†	164	241	264	274	213	252	187	232	283	401
Pontiac	162	179	195	241	277	249	233	155	151	244
Mercedes	161	154	132	130	115	119	107	112	98	110
Cadillac	157	144	133	193	215	207	190	166	138	178
BMW	132	112	103	98	92	93	89	68	60	54
Mercury	125	127	117	172	195	172	143	119	117	145
Audi	108	118	97	98	95	85	79	124	150	168
Dodge	105	126	108	133	158	162	166	117	149	186
Plymouth	98	129	97	110	133	143	174	127	176	216
Isuzu	77	96	.....	.....	.....	.....	.....	.....	.....	.....
Chrysler	66	35	50	76	89	96	86	70	36	51
Lincoln	64	43	45	80	115	112	76	62	56	76
Saab	60	47	44	46	48	42	29	35	33	46
Mitsubishi	59	.....	.....	.....	.....	.....	.....	.....	.....	.....
AMC	53	85	88	97	105	112	140	177	176	205
Renault ††	51	22	24	44	47	46	24	26	28	27
Jaguar	49	20	11	14	17	15	13	11	6	12
Porsche	44	35	32	43	54	65	47	54	71	87
Peugeot	43	51	42	42	32	35	32	42	29	17
Fiat	30	59	61	90	89	93	85	140	105	87
Alfa Romeo	17	16	19	18	35	39	29	33	25	25
Dodge Colt	16	19	24	27	21	37	26	33	25	23
Plymouth Colt	15	19	27	22	15	28	.....	.....	.....	.....
DeLorean	8	.....	.....	.....	.....	.....	.....	.....	.....	.....
Imperial	6	11	6	.....	.....	.....	.....	.....	.....	.....
Challenger	6	6	6	7	9	.....	.....	.....	.....	.....
Sapporo	5	6	5	5	.....	.....	.....	.....	.....	.....

† Volkswagen listed as domestic make since 1981. Includes imports.
††Renault joined domestics in 1982. Average includes imported Renaults and U. S.-built Alliances.

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Continued from Page 1

from 263 in 1981. Buick nudged Chevrolet out of second place, and Ford surpassed Volkswagen to take fourth place among the domestics.

Other changes among U. S. makes included Mercury climbing over Plymouth into eighth place, while Plymouth dropped to 10th. Chrysler dealers worked their way from next to last to eleventh, Lincoln surpassed AMC, and newcomer Renault squeezed in ahead of last-place Imperial.

Among the imports, Toyota was first for the third consecutive year, followed by Honda and Nissan. Mazda and Subaru remained fourth and fifth, respectively, and Volvo was sixth. Mercedes stayed in seventh as BMW switched places with Audi, climbing to eighth, Audi slipped to ninth. Isuzu remained 10th.

Fiat dropped from 11th to 17th in its last year on the charts as Fiat of North America. Saab, newcomer Mitsubishi and Jaguar moved up.

Five imports notched record sales per outlet in 1982. Volvo hit 185, well above the former record of 159 (1981). Mercedes moved to 161 from its 1981 record of 154. Saab's 60-per-outlet average beat 48 set in 1978. Jaguar topped its 1981 record of 20 sales per outlet with a new 49-per-outlet average, and BMW wiped out its 112 record with a 132 average.

The average sales per outlet for the top 20 imports was 126 in 1982, up from 120 the preceding year. Eight makes improved their averages compared with 1981. Four domestic makes were up and one, Ford, duplicated its year-ago average.

• Average sales per outlet of domestic nameplates featured the Cadillac (Fleetwood/de-Ville) on top of the heap beating out Volkswagen Rabbit for the honor. Cadillac's average was 97, followed by Rabbit's 94. Oldsmobile Cutlass Supreme/sedan was third with 89 sales per outlet, then standard-size Oldsmobile with 86 per outlet and Buick's Regal coupe/sedan at 76.

Ford Escort was sixth with its 72 average, followed by Plymouth Reliant and Buick LeSabre/Electra tied for seventh at 58. Buick Skylark was ninth with 48 sales per outlet, and Dodge Aries was 10th at 46.

A year ago the top 10 nameplates in sales per dealer were: VW Rabbit (160); Cadillac (87); Oldsmobile Cutlass Supreme (83); Plymouth Reliant (78); Buick Regal coupe (71); Buick Skylark (68); Chevrolet Chevette (63); Dodge Aries (62); Oldsmobile Cutlass sedan (58), and Ford Escort (57).

In domestic market class categories, the Rabbit was the top-average subcompact with its 94 sales-per-outlet figure. Escort was second at 72 and Chevette was third at 43.

Reliant held on to first place among U. S. compacts, although it dropped to 58 sales per outlet from 78 in 1981. Skylark, Aries and Citroen were second, third and fourth both years. Pontiac Firebird leaped from 14th to fifth, followed by Chevrolet Camaro, climbing to sixth from 17th.

Oldsmobile Cutlass Supreme/sedan had the best average per outlet among the intermediates in 1982, and big brothers Oldsmobile 88/98 headed the standard-size nameplates list. Cadillac was the best-average luxury nameplate last year, as it was in 1981.

Renault Alliance and AMC Eagle tied for best-average nameplates at American Motors in 1982. Chrysler Corp. celebrated Reliant for Plymouth, Aries for Dodge and LeBaron for Chrysler. Escort was Ford's best seller, Lynx topped Mercury's list and the regular Lincoln nameplate was best for Lincoln dealers.

Buick dealers did best with Regal coupe/sedan, Cadillac customers preferred standard Cadillac models; Chevrolet's best was Chevette; Cutlass Supreme/sedan was the top Oldsmobile, and Firebird averaged highest for Pontiac dealers.

U. S. NAMEPLATES SALES PER OUTLET

1982 Position		1981 Position
SUBCOMPACT		
1—94	Rabbit	160— 1
2—72	Escort	57— 3
3—43	Chevette	63— 2
4—37	Lynx	34— 6
5—34	Horizon/TC3	50— 4
6—33	Omni/024	45— 5
7—23	Cavalier	16—10
7—23	Alliance	....††
9—19	2000	25— 7
10—17	1000	2—13
11—16	Skyhawk	....†
12—10	Spirit	20— 8
13— 9	EXP	11—11
13— 9	Firenza	....†
15— 5	LN7	7—12
COMPACT		
1—58	Reliant	78— 1
2—48	Skylark	68— 2
3—46	Aries	62— 3
4—36	Citation	29— 4
5—35	Firebird	16—14
6—34	Camaro	17—13
7—30	Fairmont	37— 5
8—25	Mustang	31— 8
9—23	Omega	34— 7
9—23	Eagle	26— 9
11—20	Concord	37— 5
12—16	Phoenix	26— 9
12—16	Zephyr	19—11
14—12	Capri	18—12
INTERMEDIATE		
1—89	Cutlass Sup./Sedan	141— 1
2—76	Regal Coupe/Sedan	113— 2
3—36	Cutlass Ciera	1—17
4—34	Century	1—17
5—33	LeBaron (FWD)	4—15
6—28	Grand Prix	42— 3
7—25	Bonneville	27— 8
8—24	New Yorker	2—18
9—21	Malibu	38— 4
10—20	Granada	22— 7
11—19	Monte Carlo	29— 5
11—19	Celebrity	....†
13—18	6000	....†
14—16	Cougar	17— 8
15—11	Dodge 400	1—17
16—10	Diplomat	11—11
17— 9	Thunderbird	14— 9
18— 7	Gran Fury	1—17
19— 6	XR-7	11—11
19— 6	Cordoba	9—13
19— 6	'83 LTD	....†
22— 4	'83 Marquis	....†
23— 3	E-Class	....†
23— 3	Mirada	6—14
25— 2	Dodge 600	....†
STANDARD		
1—86	Oldsmobile 88/98	76— 1
2—58	LeSabre/Electra	47— 2
3—38	Chevrolet	38— 3
4—29	Grand Marquis	20— 6
5—26	Crown Victoria	23— 5
6— 1	'81 Bonneville	27— 4
.....	Chrysler	7— 7
.....	Gran Fury	3— 8
.....	St. Regis	2— 9
LUXURY		
1—97	Cadillac	87— 1
2—36	Eldorado	34— 2
3—29	Lincoln	20— 4
4—19	Mark VI	21— 3
5—16	Seville	15— 6
6—15	Riviera	16— 5
6—15	Continental	3—11
8—11	Toronado	12— 7
9— 9	Cimarron	9— 9
10— 5	Imperial	11— 8
11— 4	Corvette	5—10

† New nameplates

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BEST AVAILABLE COPY

Makers schedule 129,564 cars

Auto production steady for week

By Patricia Hoffman
Staff Writer

With little change in plant schedules, last week's domestic auto production was about the same as the previous week's total, but output jumped 45.92 percent from the comparable 1982 period.

The makers estimated 129,564 units last week, down slightly from the prior week's 129,657, but up from last year's 88,794.

Breakdown for the week by company was: General Motors, 56.93 percent; Ford Motor Co., 22.95 percent; Chrysler Corp., 15.51 percent; American Motors, 2.44 percent; Volkswagen of America, 1.63 percent and Honda, 0.54 percent.

To date there have been 1,400,707 cars assembled this year, a 38.60 percent gain over last year's 1,010,613.

The GM Willow Run facility and Ford's San Jose point were both idle last week (March 21) for inventory control.

Ford's Kansas City plant, idled March 14, remained closed for changeover to the new Tempo and Topaz models. The plant previously assembled Fairmont and Zephyr.

Saturday overtime was scheduled last week at the Ford St. Louis facility.

With the addition of the Belvidere and St. Louis points, all of Chrysler's assembly points were working overtime last week. Belvidere operated two daily nine-hour shifts, and St. Louis worked one daily nine-hour shift. Chrysler's Jefferson and Newark points operated two daily nine-hour shifts for the eighth consecutive week last week.

The GM Detroit plant continued on overtime last week, working 1.6 hours of daily overtime on both shifts.

Beginning May 2, the GM Linden facility, source of Buick Riviera, Cadillac Eldorado and Seville and Oldsmobile Toronado, will increase production from 45 cars an hour to 50 cars an hour on each of two eight-hour shifts. The recall of about 300 laid-off workers will bring the overall employment to about 5,200.

GM slated Saturday overtime at six plants last week. Double shifts were worked at Lansing B,C and G lines (88, 98 and Cutlass Supreme); Flint G line (Regal); Detroit; Doraville and Norwood. The B and C lines at Flint (LeSabre, Electra) and Baltimore worked one shift.

Truck output hits 49,880, highest since last June

Domestic truck production last week hit the highest point this year and was also the highest since the week ending June 26, 1982.

Output last week was estimated at 49,880 units, up 9.27 percent from 45,649 built the previous week and up 13.18 percent from 44,071 finished in the comparable 1982 period. In the week ended last June 26, the domestic makers built 51,412 trucks.

The increase in production last week was attributable to overtime at six plants and the resumption of production at two facilities.

So far this year, the makers have produced 483,984 trucks, a 10.61 percent drop from 437,571 built the same time last year.

All plants were reported working last week (March 21) with the return of the Wagoneer and Cherokee lines at American Motors' Toledo facility, plus Ford Motor's Kentucky point. Both plants were idle for inventory control the previous week.

Saturday overtime was scheduled last week at General Motors' Janesville, Lordstown and St. Louis facilities. The GM Pontiac S-truck line operated six days for the second consecutive week.

Daily overtime was scheduled at both of Chrysler Corp.'s truck plants. The Belvidere point worked two daily nine-hour shifts, while the Warren plant operated on one daily nine-hour shift.

American Bosch name discontinued by United Tech

DEARBORN. — United Technologies Automotive Group announced that it will market its line of diesel fuel-injection systems, fractional horsepower DC electric motors and industrial ignition systems under the trade name "United Technologies," discontinuing the trademark name "American Bosch."

According to Edward J. Rapetti, vice president, Automotive Group, the name change is being made to "identify a broader systems strategy with these products and tie us directly to United Technologies, a name recognized worldwide."

Rapetti said that the two operations responsible for the product lines will be identified as United Technologies Diesel Systems and United Technologies Electro Systems. The two units will continue to be part of the Automotive Group.

United Technologies Diesel Systems, headquartered in Springfield, Mass., produces diesel fuel-injection systems for medium and heavy-duty vehicles. United Technologies Electro Systems is headquartered in Columbus, Miss.

Cars speak French, English but no Welsh

WINDSOR, Ont. — While Welsh nationalists are unhappy that the BL Maestro's voice synthesizer cannot speak their language, there is no reason for Canadians to make similar complaints.

Three of Chrysler of Canada's luxury models offer voice systems in either French or English.

Downtime trims Canadian output to 17,668 cars

Downtime at two more car facilities took a toll on last week's Canadian auto production, pulling output down 23.28 percent from the previous week's total.

Last week the car manufacturers estimated 17,668 units, compared with the previous week's 23,029. Output was also down 7.22 percent from 19,043 built in the comparable 1982 period.

Year-to-date, there have been 220,618 cars assembled, a 19.68 percent gain from last year's 184,340.

Truck production last week was slated at 10,465 units, off 3.72 percent from 10,869 built the previous week, and down 14.35 percent from last year's 12,218.

So far this year, the truck makers have assembled 112,933 units, up 1.64 percent from 111,114 built in the comparable 1982 period.

The American Motors Brampton facility, source of Spirit, Concord and Eagle models, closed last week (March 21) for inventory control. Brampton, which recently cut output from 192 to 160 units a day, is preparing to phase out assembly of Spirit models, scheduled to end completely this month.

Production of Concord models will be discontinued at the plant in April, leaving the Eagle as the only vehicle produced there. A decline in output is expected to continue until a daily rate of 120 units is reached in June.

Ford Motor's St. Thomas point, source of Escort, Lynx, EXP and LN7 models, was idle last week due to overstocked inventory.

The Ford Oakville car plant remains down for changeover to the new Tempo and Topaz models. The facility, which ended production of the Ford Crown Victoria Feb. 21, is slated to resume full production April 11.

All other car and truck assembly points were reported working last week.

U. S. CAR PRODUCTION

	Week Ended March 26, 1983	Week Ended March 27, 1982	Week Ended March 19, 1983	March to Date	Jan. 1 to March 27, 1982	Jan. 1 to March 26, 1983
AMERICAN MOTORS	3,160	1,400*	3,305	11,095	13,534*	41,452
AMC Total	.....	.....	.....	745	.....	4,071
Concord	.....	.....	.....	.....	.....	3
Eagle	.....	.....	.....	745	.....	4,068
Renault Total	3,160	.....	3,305	10 350	.....	37,381
Alliance	3.160	.....	3,305	10,350	.....	37,381
CHRYSLER CORP.	20,090	15,131	18,657	58,404	130,391	177,375
Plymouth Total	8,590	6,420	7,385	23,889	55,374	67,838
Horizon	3,700	2,186	2,601	9,034	16,948	22,390
Reliant	4,800	4,234	4,731	14,617	38,426	44,715
Caravelle ('83)	90	.....	53	238	.....	733
Chrysler Total	4,700	2,801	4,268	12,926	23,847	40,190
LeBaron	2,100	2,801	1,932	5,910	23,847	19,523
Chrysler E-Class	2,600	.....	2,336	7,016	.....	20,667
Dodge Total	6,800	5,910	7,004	21,589	51,170	69,347
Omni	2,000	2,229	1,865	6,451	16,257	21,044
Aries	3,400	2,855	3,423	10,200	27,981	32,238
Dodge 400	700	826	738	2,077	6,932	6,643
Dodge 600	700	.....	978	2,861	.....	9,422
FORD MOTOR	29,740	17,685	31,164	90,616	198,720	322,788
Ford Division	20,134	10,235	21,277	61,244	118,795	211,110
Escort	5,846	7,101	7,501	20,176	55,667	58,901
Fairmont	.....	725	.....	.....	17,240	23,728
Mustang	3,560	.....	3,754	7,997	21,516	29,455
LTD/Granada	3,312	2,191	3,020	10,463	17,097	40,802
Thunderbird	5,232	.....	4,610	15,374	6,080	37,948
Crown Victoria/Ford	2,184	.....	2,211	7,053	.....	19,385
EXP	.....	218	181	181	1,195	891
L-M Division	9,606	7,450	9,887	29,372	79,925	111,678
Mercury Total	7,960	5,368	7,514	22,857	56,623	86,276
Lynx	1,461	2,295	1,451	4,517	16,4b3	14,445
Capri	463	.....	350	935	5,672	5,238
Zephyr	.....	39	.....	.....	6,445	8,601
Marquis/Cougar	1,324	1,090	1,635	4,274	9,272	14,520
Cougar/XR7	2,690	.....	1,994	6,589	2,083	15,478
Gr. Marquis/Marquis	2,022	1,910	2,038	6,496	16,451	27,706
LN7	.....	34	46	46	237	288
Lincoln Total	1,646	2,082	2,373	6,515	23,302	25,402
Continental ('82)	330	417	476	1,299	5,190	5,071
Lincoln	779	832	1,117	3,058	9,327	11,316
Mark VI	537	833	780	2,158	8,785	9,015
GENERAL MOTORS	73,759	54,478	74,039	233,218	642,801	831,373
Buick Division	15,923	13,341	16,035	52,101	157,767	197,632
Skylark	.....	3,635	1,556	3,639	28,071	21,511
Skyhawk J	1,200	.....	1,229	4,126	17,093	16,715
Century	3,957	2,513	3,238	11,991	29,588	37,565
Regal	5,000	3,515	4,173	14,304	38,740	58,495
Buick	4,971	2,910	5,050	15,497	37,862	54,678
Riviera	795	768	789	2,544	6,413	8,668
Cadillac Division	7,545	5,837	6,614	23,084	54,036	82,778
Cimarron	630	150	596	1,912	1,379	6,421
Seville	685	602	690	2,212	5,480	8,705
Eldorado	1,550	1,498	1,546	4,979	14 585	18 814
Cadillac	4,680	3,587	3,782	13,981	32,592	48,838
Chevrolet Division	23,679	18,774	23,981	73,288	176,012	243,386
Chevette	4,285	6,847	4,672	14,371	33,737	49,157
Cavalier	5,381	2,765	5,344	15,811	24,639	45,853
Celebrity	1,517	.....	1,478	4,011	10,397	13,699
Camaro	3,445	4,839	3,453	10,648	46,763	41,255
Citation	2,476	3,319	2,470	8,001	24,186	27,476
Malibu	2,961	.....	2,961	9,341	15,323	31,752
Monte Carlo	2,059	.....	2,043	6,196	9,259	20,290
Chevrolet	955	407	952	3,060	4,655	10,755
Corvette	600	597	608	1,849	7,053	3,149
Oldsmobile Division	19,092	12,521	19,336	59,974	179,143	223,598
Omega	.....	1,710	1,017	2,536	17,115	15,990
Firenza	970	.....	970	2,871	22,503	9,477
Cutlass	6,060	2,369	6,071	17,973	41,501	66,494
Cutlass/Ciera	3,656	2,243	2,951	10,582	24,881	38,278
Oldsmobile	7,541	5,470	7,474	23,255	64,283	83,552
Toronado	865	729	853	2,757	8,860	9,807
Pontiac Division	7,520	4,005	8,073	24,771	75,843	83,979
Acadian†	.....	608	401	1,013	1,314	4,014
2000	1,990	412	1,891	5,751	3,758	19,810
1000	519	65	979	2,874	1,912	9,648
Firebird	2,347	2,400	2,151	6,908	25,855	20,625
Phoenix	584	520	595	1,985	5,916	7,183
G. Prix/B'ville ('83)	2,080	.....	2,056	6,240	34,885	22,699
A6000	.....	.....	.....	.....	2,203	.....
HONDA	700	.....	637	2,012	.....	5,435
VOLKSWAGEN	2,115	.....	1,855	6,417	24,267	22,284
CHECKER	.....	100*	.....	.....	900*	.....
Total Cars, U. S.	129,564	88,794	129,657	401,762	1,010,613	1,400,707

TRUCK PRODUCTION IN U. S.†

	Week Ended March 26, 1983	Week Ended March 27, 1982	Week Ended March 19, 1983	March to Date	Jan. 1 to March 27, 1982	Jan. 1 to March 26, 1983
CHEVROLET	16,506	12,548	14,276	50,619	148,942	167,872
DODGE	3,000	3,587	3,233	9,663	29,330	28,614
FORD	19,457	18,841	18,858	62,682	151,216	192,530
GMC	6,422	5,145	5,683	18,207	53,802	56,008
INTERNATIONAL	1,040	1,200*	1,038	3,314	11,976	10,844
VOLKSWAGEN	235	.....	204	611	7,619	856
JEEP	2,170	1,700*	1,307	3,929	17,386*	14,660
AM GENERAL	50*	50*	50*	160*	500*	600*
MISCELLANEOUS	1,000*	1,000*	1,000*	3,200*	16,800*	12,000*
Total Trucks, U. S.	49,880	44,071	45,649	152,385	437,571	483,984

CANADIAN TRUCK PRODUCTION

	Week Ended March 26, 1983	Week Ended March 27, 1982	Week Ended March 19, 1983	March to Date	Jan. 1 to March 27, 1982	Jan. 1 to March 26, 1983
CHRYSLER CORP.	2,652	2,467	2,702	8,534	21,921	31,612
FORD MOTOR	3,193	3,326	3,456	10,414	27,048	28,691
GENERAL MOTORS	4,360	6,158	4,446	14,170	59,240	51,277
INTERNATIONAL	260	267	265	525	2,905	1,353
Total Trucks, Canada	10,465	12,218	10,869	33,643	111,114	112,933
N. American Trucks	60,345	56,289	56,518	186,028	548,685	596,917

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

CANADIAN CAR PRODUCTION

	Week Ended March 26, 1983	Week Ended March 27, 1982	Week Ended March 19, 1983	March to Date	Jan. 1 to March 27, 1982	Jan. 1 to March 26, 1983
AMERICAN MOTORS	.....	610	698	894	6,189	6,530
CHRYSLER CORP.	4,800	3,405	4,893	15,066	40,054	51,503
FORD MOTOR	363	8,582	5,245	5,666	53,696	39,769
GENERAL MOTORS	12,280	6,221	11,968	37,787	81,702	120,161
VOLVO	225	225	225	720	2,699	2,655
Total Cars, Canada	17,668	19,043	23,029	60,133	184,340	220,618
N. American Cars	147,232	107,837	152,686	461,895	1,194,953	1,621,325
N. American Trucks	60,345	56,289	56,518	186,028	548,685	596,917
North American Cars and Trucks	207,577	164,126	209,204	647,923	1,743,638	2,218,242

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

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Automotive News

April 4, 1983

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Service Index declines after 23 'up' months

By Francis J. Gawronski
Service Editor

The string of 23 consecutive months in which dealership service parts and business has shown an increase over the comparable year-earlier period ended—but just barely—in February.

Dealers' shop business for February, according to the Automotive News Service Index, amounted to 99.5 percent of the volume recorded in the same month last year.

February was the first month since February, 1981, that the dealers' business did not show a gain over the year-ago figure. The February Service Index was 10 percentage points below that registered in January.

Most dealers were hard pressed to explain the dip in business, but some attributed it to the nation's lagging economy. Practically all who were contacted, however, were confident that service and parts business would spring back to the positive side of the ledger.

Despite the slight dip in the Service Index in February, dealers' shop business for the first two months of 1983 increased to 104.4 percent of the business recorded during the same period last year.

Two of the five indicators used in the Service Index declined in February.

Repair orders written in February were down 3.7 percent, while gross profit on all labor, parts and accessory sales — the most important indicator from the viewpoint of dealers — was down 0.5 percent below the year-earlier figure.

Sales of all parts and accessories showed the biggest gain in February, up 0.6 percent over

Continued on Page 46, Col. 1

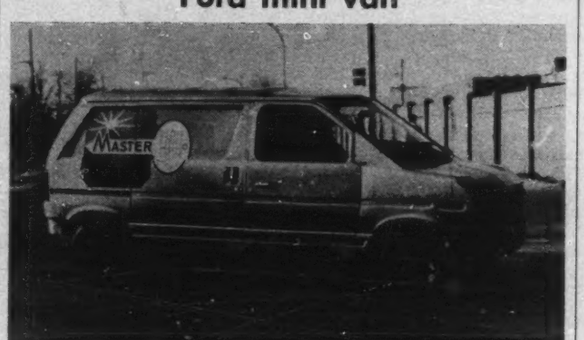
SERVICE INDEX

99.5*

	Feb., '83 vs. Feb., '82	2 mos., '83 vs. 2 mos., '82
Gross Profit on All Labor and P&A Sales	− 0.5%	+ 4.3%
Repair Orders Written	− 3.7%	+ 0.8%
Total Labor Sales (Customer & Warranty)	+ 0.4%	+ 6.3%
Shop Parts Sales (Customer & Warranty)	+ 0.5%	+ 5.0%
Sales of All Parts and P&A	+ 0.6%	− 0.1%

*—Survey by Automotive News shows that dealers' service and parts business in Feb., 1983, was 99.5 percent of business in Feb., 1982. Service business in the two months of 1983 was 104.4 percent of business in the corresponding period in 1982.

Ford mini van



Dearborn preps downsized truck for '85

Despite the rather inventive camouflage, the spy photographer still recognized this "realtor's truck" as a prototype for Ford Motor's new mini van, which bows in 1985. The van will be about a foot shorter than current models and will likely be offered with standard gasoline and optional diesel or turbo-diesel engines. It will compete against Chrysler's T-115 van and a planned entry by General Motors, codenamed the "M" van.

U.S. model total rises to 296 with spring additions

By John K. Teahen Jr.
Managing Editor

When the domestic auto makers finish introducing the cars they'll sell in the 1983 model year, they will have 296 selections, an AUTOMOTIVE NEWS study discloses.

The total will be down slightly from the 307 choices offered in the 1982 model year, but it will be the second highest since 1975.

As has been the case in recent years, the domestic count has risen steadily since the traditional autumn introduction period.

What is different this year is that it's already April 4 and some of the domestic cars that will be counted in '83 sales and production statistics haven't yet appeared in the showrooms.

Last fall, the domestic producers put 271 of their '83 models on display. The total now stands at 278 and there are still 18 to come for the full count of 296.

Maybe the present figure is only 277½. Chevrolet's Corvette has gone on sale in California, but it won't be introduced in the rest of the country until April 21.

• Since last fall, the model total has been buttressed by the arrival of the front-drive Chrysler New Yorker, the Chrysler Town & Country convertible, the Dodge Shelby Charger, three Ford Thunderbirds, two Mercury Cougars, a Lincoln Mark VI and the California Corvette.

Ford Motor has trimmed two selections from the Ford Fairmont line and one from Mercury Capri, so the net gain is seven.

Another 18 models are scheduled for introduction in May, and 12 of them are from Ford Motor — six apiece in the Ford Tempo and Mercury Topaz lines.

Also slated to arrive next month are the Chrysler Executive Sedan and Limousine, the Chevrolet Cavalier and Pontiac 2000 convertibles and the Parisienne sedan and wagon that mark Pontiac's return to the standard-size car field.

Chevrolet calls Corvette an '84 model. That designation will also be applied to Tempo and Topaz, and maybe to the other May flowers as well.

That, of course, is a promotional gimmick, although it probably also has EPA certification significance, too.

But one thing is certain: Any

Continued on Page 46, Col. 2

Price bumped on X 1/9 and Spider 2000

Bricklin outlines marketing plans

By John A. Russell
New York Staff Writer

NEW YORK. — Marketing of Bertone and Pininfarina cars in the U. S. will be done through a system of independent distributors throughout the country under the umbrella of International Automobile Importers, Inc., the importer, according to Malcolm Bricklin, chairman of that company.

In an interview with AUTOMOTIVE NEWS late last week as he was about to board a plane for Italy, Bricklin said the distributor system would be "exactly the same" as the organization he developed when he first broke into the auto business importing the Subaru 360.

He said both cars, the Bertone X 1/9 and the Pininfarina Spider 2000, would carry an identical sticker price of $15,900, but will be "loaded" cars.

When those two cars were sold by Fiat, the port-of-entry price for the X 1/9 was $10,990 and the Spider 2000 was tagged at $12,290.

Bricklin had revealed no details of his marketing plans for the two cars since it was first revealed in January that Fiat Motors of North America would cease marketing automobiles in the U. S. and that the X 1/9 and Spider 2000 would be handled by Bricklin.

• Bricklin said his goal in recent months has been signing distributors and several have been appointed. He would not comment on the exact number or specific locations, saying an advertising campaign designed to attract dealers is in the works and would break in the trade press at the end of the month.

The system of distributors would operate the same as it does at Subaru of America, he said, including the requirement of letters of credit.

Under that system, distributors have letters of credit with the importer paying for the cars when they are unloaded on the dock. This system limits the financial exposure of the importer to the time when the cars are being shipped from the country of origin.

Usually, the importer pays for the cars once they are loaded on the dock in the country of origin, so the maximum financial exposure is limited to the number of days the cars are on the high seas.

The eventual goal is to have nine distributors, with the same number of parts warehouses strategically located throughout the country.

Bricklin denied a recent rumor that out of approximately 400 Fiat dealers in the U. S., only 50 had filed applications to become dealers in his organization. This had led to speculation about the stability of the venture in various quarters, with the implication this was a setback for Bricklin.

He labeled the rumor as "false" and said bluntly that the lack of interest among Fiat dealers in no way jeopardized the venture. Fiat dealers were not a factor, he said, because he had made the decision about the distributorship system beforehand.

Offering franchises to former Fiat dealers was a "matter of courtesy on our part," he said, adding that his main interest is attracting new dealers.

He said that more than 50 former Fiat dealers have filed applications, but did not give the exact number.

Bricklin said he did not want associations with the former operation and really was not looking for former Fiat dealers.

"We have manufacturers who give a damn," he said, and he said he wanted the same at-

Continued on Page 46, Col. 1

breaking news

Chrysler top-line sedans up $100 to $400

DETROIT.—Chrysler Corp. has added $100 to $400 to the prices of its top-line four-door sedans. The New Yorker Fifth Avenue went up $400 and is now $13,192. The boost was $250 on the front-wheel-drive New Yorker, boosting it to $11,200. Receiving $100 hikes were the Chrysler E Class, now $9,441; the Dodge 600, now $8,941, and the Dodge 600-ES, now $9,472. Equipment prices and destination charges are unchanged.

AMC hikes Alliance prices $100

SOUTHFIELD, Mich. — American Motors has raised the prices of the Renault Alliance $100 per model. Prices now start at $5,695. There was no change in option prices.

See BREAKING NEWS, Page 8, Col. 1

MODELS: 1942-1983

Number of models offered by U. S. auto makers, 1942 to 1983:

1942	276	1965	348
1946	160	1966	368
1947	182	1967	370
1948	201	1968	368
1949	205	1969	365
1950	243	1970	375
1951	243	1971	341
1952	224	1972	297
1953	210	1973	304
1954	240	1974	302
1955	216	1975	325
1956	232	1976	294
1957	245	1977	275
1958	263	1978	259
1959	239	1979	268
1960	244	1980	252
1961	260	1981	278
1962	296	1982	307
1963	336	1983	296
1964	336		

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Annual meeting is May 12

Profit-sharing plan on agenda at Ford

DEARBORN. — Ford Motor Co. will ask stockholders to authorize a profit-sharing plan in 1983 and 1984 for salaried workers that will match one given to hourly workers in their labor contract.

Profit-sharing payments would be made if before-tax profits from U. S. operations exceed 2.3 percent of sales. The last year that happened was in 1978. If the plan had been in effect in 1978, payments to hourly workers would have been more than triple those paid to salaried workers. Some analysts expect Ford to show a profit in 1983.

The Ford annual meeting will be held in Detroit May 12.

The proxy statement showed Ford Chairman Philip Caldwell received $446,382 in salaries, benefits and other forms of remuneration in 1982. It was up less than a tenth of a percent from 1981. He owned 20,524 shares of common stock on Feb. 18 and held options on another 177,614 shares.

Executive Vice President and Chief Financial Officer Will M. Caldwell received $280,003 in 1982, an increase of 9.2 percent. His stock holdings were reported at 15,754 shares plus 54,843 options.

Thomas C. Page, executive vice president—Ford Diversified Products Operations received $252,280. His common stock holdings were reported at 7,776 plus 39,364 options.

• President Donald E. Petersen received $366,427, an increase of 1.0 percent. Petersen's holdings of common stock were reported at 7,033 shares plus 86,750 options.

Harold A. Poling, executive vice president—North American Automotive Operations, received $356,592, an increase of 22.8 percent. But virtually the entire increase was attributed to a tax reimbursement for his three years overseas. Poling was reported to hold 7,949 shares of common stock and have options on another 55,817.

All 60 Ford directors and officers received $10.77 million in 1982, an increase of 6.1 percent over 1981. The average remuneration increased more because there were more directors in 1981: The average for 1982 was $179,497, an increase of 9.6 percent.

The proxy also revealed that Henry Ford II, who retired as a Ford employe last year, will be paid $170,000 annually for consultation and representation and for his services as director. He agreed to be available to serve as a director and chairman of the finance committee until at least Oct. 1, 1987.

He was reported to own 9,811 shares of common stock and 1.16 million shares of the family-owned Class B stock. His holdings represented 10.6 percent of all Class B stock. Each Class B share will get 6.7 votes at the annual meeting.

Henry Ford II's family is reported to own another 1.23 million shares of Class B stock.

His brother, William C. Ford, is reported to own 38,260 shares of common stock, 30,345 shares of Ford Motor Co. of Canada common stock and 2.23 million shares of Class B stock, representing 20.4 percent of all Class B shares.

His family owned another 1.71 million Class B shares.

Mrs. Walter B. Ford, sister of Henry and William, was reported to hold 1.97 million Class B shares, or 18.1 percent of the total. Her family held another 853,049 Class B shares.

The three Fords are also trustees, with voting rights, to another 540,143 Class B shares.

3 wheels, 2 speeds, 100 MPG

Appropriately named the Gashopper, this three-wheeled, 220-pound transportation device delivers up to 100 MPG, according to Bolt-on Parts, Inc., Miami. The two-seater has a monocoque body, independent suspension, a two-speed transmission, tiller steering and 30-MPH speed capability, the company said. It will sell for about $2,000.

Chevy's Toledo plant shifted to Hydra-matic

By Marjorie Sorge
Labor Editor

In a move to further centralize its divisions, General Motors has transferred management responsibility of its Toledo automatic transmission plant from Chevrolet to the Hydra-matic Division.

GM President F. James McDonald said the transfer of operating responsibility for the Toledo plant is another step in the reorganization of the transmission manufacturing facilities which began with the transfer of Chevrolet's Warren (Mich.) manufacturing plant to Hydra-matic in 1980.

Over the past several years, GM has done a great deal of consolidating and closing non-competitive plants. It has put all the foundry operations under its Central Foundry Division and will give Fisher Body control over all but one body assembly plant by 1985. The only remaining body plant working in conjunction with a car division's home plant will be the Oldsmobile plant in Lansing.

Currently, the only transmission plants outside Hydra-matic are two Chevrolet plants in Parma, O. (automatic transmissions), and Muncie, Ind. (manual transmissions), plus a Buick operation in Flint.

The Buick plant is scheduled to phase out the production of three-speed transmissions for rear-wheel-drive cars at the end of this model year. The plant will continue to produce GM's 125 transmission for front-wheel-drive intermediate and compact cars.

In addition, the Buick facility will continue to supply components and sub-assemblies to other Hydra-matic facilities. According to a Buick spokesman, that plant currently supplies about 40 percent of component and sub-assembly needs.

Buick will also produce a new transmission for front-wheel-drive full-size vehicles for 1984.

• According to a GM spokesman, there are no current plans to put any of those plants under the Hydra-matic umbrella.

The shift in responsibility at Toledo will not affect any of the three independent plants and, according to McDonald, was made to permit GM "to make further improvements in the efficient use of our transmission design, manufacturing and supplier facilities."

Hydra-matic also has management responsibility for a manufacturing plant in Strasbourg, France. The division will continue to coordinate work with the operations at the Windsor (Ont.) facility which is run by GM of Canada.

New appointments at the Toledo plant include: Thomas R. Zimmer, director, product and process engineering; Richard L. Selvala, director, reliability and manufacturing engineering; William C. Brown, director, materials management and planning, and Robert F. Perry, director, manufacturing and engineering systems.

GM, NHTSA explain X-car fix on brakes

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — Both General Motors and NHTSA last week issued explanations of the fix finally decided upon for any rear brake lockup on some 240,000 '80 X-body cars. Cost is estimated at some $30 million.

Although the two statements disagree somewhat on details, it is clear that GM is going beyond what it first anticipated because the simplest lockup fix might put the parking brake out of compliance with the stringent 30-percent incline hold.

Letters begin going out to owners April 4, but cars will not be coming in for repairs until after April 25.

In August, 1981, GM changed the proportioning valve on 47,000 cars with manual transmissions — a move it then thought was adequate. GM will now replace rear brake shoes with less aggressive lining, lubricate or replace, if necessary, the parking brake cable and inspect front brake linings and replace them, if necessary, to get the whole system in balance.

Labor time to service the cars — Chevrolet Citation, Pontiac Phoenix, Oldsmobile Omega and Buick Skylark — will take 2½ to 5½ hours.

• According to NHTSA head Raymond A. Peck, who made an initial finding of defect on Jan. 14, "This is a very serious safety-related problem. There should be no question in anyone's mind that owners should return these vehicles to the dealership for correction when they receive their recall notice."

As of a few weeks ago, GM has had 27 product liability suits. Of those, GM has lost one, settled three out of court and won or had dismissed three others.

Peck has been criticized for not moving faster after NHTSA's Office of Defect Investigations discovered that the initial fix would not do the job and that the braking lockup occurs in cars with automatic transmissions as well as with those with manual transmissions.

Rep. Timothy Wirth, Colorado Democrat, has asked the General Accounting Office — Congress' watchdog agency — to investigate alleged delays at NHTSA.

Meanwhile, at the urging of the Center for Auto Safety, Peck is continuing the investigation into some 276,000 additional X-body models to see whether they have braking problems.

The cars that GM is fixing will meet all safety standards when they are fixed — even the extremely stringent parking brake mandate, although in real life many cars probably would fail after a short time in use.

MVMA, of which GM is a member, has petitioned to have the 30 percent incline requirement reduced to 20 percent — close to the intention of the requirement of the Common Market countries.

Chrysler chief blames bank interest rates for sales slowdown

Iacocca: Maybe no gain till summer

By Jay McCormick
Crain News Service

CHICAGO. — Like early crocuses, car sales started to sprout during a late winter warm spell but have been nipped off by a cold economic climate, according to Lee Iacocca, Chrysler Corp. chairman.

It may take until summer for car sales to start growing again even if conditions improve, he said. That could mean continued rebate and special loan rate programs from the car companies.

In a good news-bad news speech at a press conference here, Iacocca noted that inflation, gas prices and the prime rate are all down but the nation's deficit, unemployment and small business bankruptcies all continue at high rates.

"Even though the President of the United States and others are saying, 'Let's get euphoric, things are turning around,' they ain't turning around too fast," he said.

He laid much of the blame for stagnating car sales at the feet of banks, where consumer loan rates remain high above the prime rate.

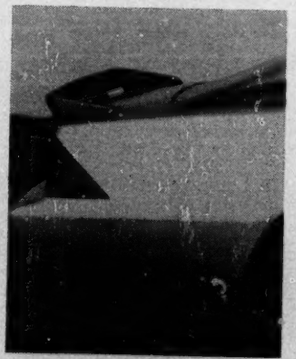
"You've got to continue pressure on getting the banking system to pick up where Ford, General Motors and Chrysler leave, and that's a subsidized rate of 10.9 to 11.9 percent at the consumer level," Iacocca said.

• "I was hoping this would happen by spring. I now have my doubts and wonder what I'm going to have to do this spring because I'm not getting any help. So I'm going to have to use my own captive financing company, Chrysler Finance Corp., which is not as well heeled and strong as some for the other companies.

"That presents a problem for me. It also presents a problem for car sales all spring if banks will not get back into the consumer loan business.

"In a bad economy, the car

Continued on Page 44, Col. 1



Kamei's spoiler

Kamei Auto Extras, North Haven, Conn., has introduced its new wind-tunnel-designed-and-tested rear spoiler for 1982 and 1983 Camaros and Firebirds.

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58th year — No. 4961

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25 years with Buick

HARRISONBURG, Va.—Charles Bumbaugh, of Bumbaugh Buick, Inc., was given a silver tray by the division to commemorate his 25th anniversary as a Buick dealer.

Computers won't alter this

Volvo parts operation accents personal touch

By John A. Russell
New York Staff Writer

ROCKLEIGH, N. J. — When working with dealers, the Volvo parts service department has emphasized the personal touch, and the company does not intend to abandon this attitude in the age of computers.

Mitchell A. Duncan, vice president and general manager for parts, said that six years ago, when the company was considering revamping its parts ordering systems, it was felt that while the computerized communication networks had much to offer, there was more to be gained by the relationships developed on a system built on people. Consequently, the company went to a three-tiered system very similar to airline reservation systems. Duncan said that the company is considering adopting the computer communications network for stock orders, but that would be several years down the road.

Today, Volvo's customer service department uses three levels of personnel. Parts orders, whether stock or emergency, are handled through an order interpreter who takes the order from the dealer and enters it into the computer.

If a question develops on the application of the part, the call is shifted to a parts specialist who can help the dealer's parts staff select the right part for a particular case. If there is a complaint or problem, this is referred to the customer service coordinator.

• Duncan is a firm believer in managing the exceptions and he added that when the company does go to a computerized system for placing stock orders there will be a provision for the handling of exceptions.

Computers, according to Duncan, "can only replace manual labor, they cannot replace certain levels of staff."

Duncan believes that the key to dealer loyalty when it comes to parts is service. The parts customer service department is only one segment of the entire system which includes quality, price competitiveness, terms and conditions and the parts warranty.

To maintain dealer loyalty in buying parts from Volvo, Duncan said that the entire package counts, but the personal touch is very important.

Model breakdown

Auction Averages

	APRIL TO DATE	MARCH	FEBRUARY
1983.....	$ 9,983	$10,292	$12,350
1982.....	7,956	8,112	7,711
1981.....	6,159	6,046	5,989
1980.....	5,368	5,195	5,013
1979.....	4,773	4,589	4,398
1978.....	3,422	3,496	3,293
1977.....	2,553	2,637	2,378
1976.....	1,907	2,232	1,773
Overall Average	$ 5,085	$ 5,010	$ 4,733

Steinle Oldsmobile cited for civic involvement

FREMONT, O.—Steinle Oldsmobile was cited by the Sandusky County Board of Mental Retardation for its contribution to the community.

In January, the dealership sponsored a benefit card party and dance for a local school for the mentally handicapped.

Used Car Sales

Auction Averages

April to date	$5,085
Month ago	$4,809
Year ago	$4,565

factories list auction dates

Ford Motor Co.

April 6—Clanton's Auto Auction, Highway 34 West, Darlington, S. C.; Southern California Auto Auction, 10700 Beech Ave., Fontana, Calif.

April 7—Skyline Auto Exchange, 100 Route 46, Fairfield, N. J.

April 8—Floyd Hauhe Auto Auction, 12000 St. Charles Rock Road, Bridgeton, Mo.

April 12 — Arena Auto Auction, 10355 South Woodlawn Ave., Chicago, Ill.; Harrisonburg Auto Auction, Interstate 81 — Exit 52, Harrisonburg, Va.

April 13 — Concord Auto Auction, Hosmer St., Acton, Mass.; Lakeland Auto Auction, Interstate No. 4 at Highway 33, Lakeland, Fla.

April 14—166 Auto Auction, 2944 W. Sunshine, Springfield, Mo.

April 19—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.; Dallas Auto Auction, 4266 E. Main, Dallas, Tex.

April 20—Minneapolis Northstar Auto Auction, 7700 State Highway 101, Shakopee, Minn.; Golden Gate Auto Auction, 6010 Stevenson Blvd., Fremont, Calif.

April 21—Nashville Auto Auction, 1406 Lebanon Rd., Nashville, Tenn.

April 26—Harrisonburg Auto Auction, Interstate 81—Exit 52, Harrisonburg, Va.

April 27—Columbus Fair Auto Auction, 4700 Groveport Rd., Obetz, O.; Central States Auto Auction, 824 South Taft, Mason City, Ia.; Metro Auto Auction of Kansas City, 101 W. Oldham Parkway, Lee's Summit, Mo.; Northway Exchange, Route 146, Clifton Park, N. Y.

General Motors

March 22—Minneapolis Northstar Auto Auction, Shakopee, Minn.

March 23 — California Auto Dealers Exchange, Anaheim, Calif.

March 24 — Aptco Auto Auction, Taylor, Mich.

April 5—Southern Auto Auction, East Windsor, Conn.

April 7—Nashville Auto Auction, Nashville, Tenn.

April 14—Aptco Auto Auction, Taylor, Mich.

April 18 — Arena Auto Auction, Chicago, Ill.

April 20 — 166 Auto Auction, Springfield, Mo.

April 26 — Dallas Auto Auction, Grand Prairie, Tex.

April 28 — Butler Auto Auction, Gibsonia, Pa.

Plueger Subaru opens

HEMT, Calif. — Plueger Subaru has opened here. The firm is headed by Jim Hamza.

used-car auction directory

Display Rates: $84.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time $20.00; 13-times, $18.50; 26-times, $16.50; 52-times, $13.50. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

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